# Board of Trade Journal

Volume 192, No. 3665 Published by Her Majesty's Stationery Office 16 June 1967

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# Board of Trade Journal

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## *Front cover photograph*

The busy Boulevard Auspach, Brussels, one of the target areas of the British Week in Brussels, which takes place from September 29 to October 7. Organized by the Board of Trade in co-operation with the Export Council for Europe, this will be the largest British Week so far staged in continental Europe. An article reviewing preparations for the Week by Mr. L. G. T. Farmer, Member of the Export Council for Europe with special responsibility for the Belgian market, appears on page 1531.


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# British Week in Brussels

By L. G. T. Farmer, director of Leyland Motor Corporation Ltd., and Member of the Export Council for Europe with special responsibility for the Belgian market.

**In four months' time the curtain will go up in Brussels on the latest and largest of the series of British Weeks so far organized in continental Europe by the Board of Trade in co-operation with the Export Council for Europe. Princess Margaret, who will be accompanied by the Earl of Snowdon, will carry out the formal opening on September 29.**

IN ONE SENSE, however, the Week may be said to have started already and to be likely to continue for long after the official closing date of October 7. For it is on the months of 'selling-in', of preparation of the market, of discussion between manufacturer and retailer on designs, prices, delivery, quantities, and modifications where necessary, that commercial success 'on the day' so much depends. The task of follow-up after the event, of systematic exploitation of sales success, is equally vital.

For, pageantry and festivity apart, a British Week is essentially a carefully planned export sales drive, and Brussels will be no exception. Rather the reverse, for the number of prospective participants, both from this country and in Belgium, is exceptionally high, even at this comparatively early date.

Exceptional, also, is the fact that Brussels happens to be not merely the capital of one of Britain's best European markets but the nerve centre of the Common Market on which so many current thoughts and hopes are set.

Up to now no fewer than 1,800 British firms covering all classes of consumer goods have informed the Export Council for Europe of their intention to take part. This is nearly twice the total of the British contingent at Milan in 1965 and more than four times the number which took part in the British Week at Düsseldorf in 1964 – the first of this brilliant series of export promotions at the point of retail sale. At a recent ECE briefing meeting for prospective participants, held in London, over 300 manufacturers attended – twice as many as on previous similar occasions. Some 50 of these were new to British Weeks.

Already 80 per cent of the 2,000 Belgian shops and nine department stores in the 'target area' visited systematically by the British Week Office in Brussels have promised full support and will be carrying British goods by the time the Week officially begins, despite the shadow cast by the disastrous fire which gutted the Innovation store in the Rue Neuve last month. Messages of heartfelt sympathy have been conveyed from the Export Council for Europe to the Mayor of Brussels and the managing director of Innovation, as well as to the Belgian Ambassador in London and the British Ambassador in Brussels.

Although mere numbers are not necessarily the only pointers to success, they are certainly a good general guide. Many of the British participants, though by no means all, are by now experienced campaigners from earlier Weeks and are far more familiar than before with the snags and advantages of selling consumer goods to continental customers. The retailers, too, have learned from the publicity given to similar promotions in neighbouring countries, and in towns which have staged their own British Weeks. Thus each British Week in Europe has tended to flash its searchlight forward to the next, stimulating a progressive will to make each one better and more effective than the last. This sense of growth and progression can have a very real result as it affects planned marketing and long-term business.

Of particular interest for the wider aspects of the Brussels Week is the fact that the city is geographically handy for other present and prospective customers for British goods, resident in adjacent areas. October 4 next has been chosen as 'Retailers' Day' when contingents of buyers will be coming in from Luxembourg, Charleroi, Antwerp, Ghent, Liège and Lille. Belgium's State Railways have agreed to a special reduction on rail tickets from provincial centres to Brussels during the Week so that visitors for whom 'Retailers' Day' is an inconvenient date will have a chance to see Brussels *en fête* whenever they wish.

For *en fête* the city certainly will be. The long list of supporting events, organized by or in conjunction with the Board of Trade and ranging from performances of British opera, concerts, exhibitions of painting and sculpture and a film gala, to a naval visit and a football match between an English League XI and a Belgian League XI, will be tied in with a number of special displays of a more commercial nature. These, it should be stressed, are planned as 'extras' to the Week, as attractive extensions of its multiple shop-window, since the basis of all British Weeks is of course the direct sale of goods across the counters of the shops and stores.

There will be no fewer than five fashion shows, indicative of the extent to which British ready-to-wear clothes for both men and women at reasonable prices now have appeal for the increasingly affluent but selective middle classes of Europe today. The 'Swinging London' show put on at the British Week in Lyons last October caused something of a sensation and it is expected that what is

(*Continued on next page*)

*A view of one of the target areas for British Week Brussels taken from the central station and showing the town hall on the left.*

planned for Brussels will introduce Belgians to the wide choice and quality of goods of the type Britain now produces. Under the sponsorship of the Board of Trade the Clothing Export Council will be holding two displays, one of which will be exclusively of popular designs, and each display will be repeated five times.

While news from Brussels is that London's influence in Belgium in the field of women's fashion is growing, there is useful demand too for piece-goods in the form of dress and coat materials. After these two top-selling groups come reproduction furniture, jewellery and gold and silver plate, antiques, leather and artificial leather goods, china, earthenware and fancy goods. Not far behind these is an impressive array of products such as sports equipment, ophthalmic and optical goods, hats, watches and clocks, footwear and domestic electrical and gas appliances. There is Belgian retail interest, too, in stamp collectors' accessories and pets' requirements, such as dog collars and baskets, and for many types of foodstuffs.

Useful additional pointers and a guide to Belgian interest in the opportunities for extended mutual trading the Week will provide emerged from the preliminary Samples Display held in April at the Brussels Trade Fair at which more than 100 British firms took stands under Board of Trade sponsorship. At this 'dress rehearsal' for the Week buyers attended, not only from Belgium, but also from Germany, France, Holland, Luxembourg, Austria, Spain, Israel, Syria, the Lebanon, Poland and Zambia – one more indication of the way in which British Weeks spread interest beyond the precise area in which they are sited. From these preliminaries orders and inquiries followed, goods which did especially well including office equipment, powder compacts, lamp-shades, prams, organs, door fittings and 'do-it-yourself' construction kits. Whisky, for which there is a growing market in Belgium despite a national taste for beer, and foodstuffs were also successful.

For promotion of these consumer goods, as in previous British Weeks, there has been full and fruitful co-operation between the Board of Trade and the Export Council for Europe, the agreed division of responsibility leaving arrangements on the spot to the Board of Trade and the Embassy, and approach to manufacturers in Britain mainly to the Export Council for Europe. It has been an arduous and an exhilarating task to be the Export Council member responsible for the British Week in Brussels.

Through the British Embassy in Brussels and the British Week Office (set up by the Board of Trade 18 months in advance of the promotion) a fruitful two-way traffic in question and answer has been built up. Inquiries by Belgian retailers have been channelled through to British suppliers – to some 4,000 firms up to the present time. In the reverse direction a large number of requests for information from manufacturers in Britain, some of them new to the Belgian market or to exporting, has been passed on to prospective outlets in Belgium through the British Week marketing office in Brussels.

As a further aid to the essential task of bringing buyer and seller together, the BNEC Missions Department, which in general and

*Some of the attractive and eye-catching display material which will be used to back up British goods selling in Belgian shops during British Week Brussels is given a temporary home in the British Week Office.*

for this purpose acts as an instrument of the Board of Trade grant supplying up to 50 per cent of the cost, has been able to aid or organize a number of trade visits in both directions in support of the British Week.

Although the Week in Brussels, like its predecessors in Düsseldort, Denmark, Amsterdam, Milan and Lyons, is primarily designed to promote consumer goods – roughly anything the customer can see in a shop, have wrapped up and take away – it will also be a valuable occasion for businessmen of the two nations to come together, and for makers of capital goods to establish or renew contacts within the favourable and friendly atmosphere the Week spontaneously creates. As her own economy develops Belgium has increasing need of industrial equipment of the type and quality Britain can readily supply. In its build-up of British Weeks in the past the organizers have paid greater attention to consumer goods – since this is what they are fundamentally about – than to this other but now increasingly important aspect. Study of an advance survey of the Belgian market undertaken through the Board of Trade last year suggests some firm opportunities for British exports outside the range of goods physically possible to display and sell in a shop.

Belgian need of gas-fired equipment both in industry and in the home is expected to rise significantly during the next 10 to 12 years as use of natural gas resources now available grows. Electrogaz SA, the foremost electricity and gas distributing company in Belgium has made its showroom, demonstration theatre and reception lounge available for a British display of consumer durables

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during the Week and suitable advantage is being taken of this opportunity.

BNEC Export Council for Europe, in co-operation with the Board of Trade and the Embassy in Brussels, has been able also to arrange a programme of meetings and displays involving a number of products outside the consumer goods range. Firms and organizations which are planning to take advantage of this include: the Port of London Authority, the Nuclear Power Group, a group representing British contractors, building societies, some trades unions in conjunction with the Belgian National Institute of Housing and others. Individual firms will also be staging receptions, showings of documentary films, lectures, etc., covering the interests of telecommunications, aviation, engineering and business equipment, and construction and public works equipment.

## *Export opportunities in Belgium*

BELOW IS a list of export opportunities in Belgium which have recently been published in the *Export Service Bulletin*.

| Ref. No. | Commodity | | Bulletin No. |
|---|---|---|---|
| ESB.18319/67 | Gramophone records; musical instruments | Agency | 85/67 |
| ESB.13529/67 | Industrial chemicals | Agency | 65/67 |
| ESB.12583/67 | Knitwear | Agency | 62/67 |
| ESB. 9802/67 | Alarm systems; clocks; electrical and electronic equipment; television and radio equipment | Agency | 53/67 |
| ESB. 9042/67 | Gloves, handkerchiefs | Agency | 43/67 |
| ESB. 7853/67 | Clothing | Export Opportunity | 40/67 |
| ESB. 3813/67 | Air compressors; pneumatic tools | Export Opportunity | 19/67 |
| ESB.48958/66 | Tableware | Agency | 16/67 |
| ESB. 2358/67 | Chemicals | Agency | 12/67 |
| ESB. 1075/67 | Gadgets; reproduction antiques in ceramic and copper, etc. | Export Opportunity | 7/67 |
| ESB.45703/66 | Boxes; buckets; trays | Agency | 2/67 |

As a centrepiece to this special extra-curriculum approach to the Belgian market there will be the Board of Trade's Pavilion of Technology. This is a new feature at British Weeks, first shown at Lyons, where its design and lay-out, carried out by the Central Office of Information, attracted much favourable comment. In the Pavilion, now given a 'new look' for Belgium, examples of British research and technological advance will be available for inspection by the public in modelled or miniature form.

I would like to say in conclusion that Belgium, like ourselves a trading country, is strongly identified in British minds with the role its capital city plays as the 'Capital of Europe' and that the work that goes on in the Common Market offices in the Avenue de la Joyeuse Entrée is of great interest and concern to Britain. Whatever the outcome of present talks on this subject, trade between Britain and Belgium will continue to be our concern. Some 12,000 Britons already live and work in Belgium, and this number is increasing rapidly. Hundreds more will be moving in during the next year as the NATO and SHAPE organizations are established near Brussels. These are all part of the British influence in Belgium which will be enormously reinforced by the success – which was never in doubt – of the British Week this autumn.

## 'SHOP WINDOWS FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

*A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.*

*Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).*

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## British interests in the Middle East

THE FOREIGN OFFICE stated on June 13 that the Swedish Government has agreed to take over the protection of British interests in Iraq, and the Swiss Government the protection of British interests in Syria.

In London, the Indian Government has agreed to handle Syrian interests in Britain, and the Pakistani Government Iraqi interests in Britain.

The Sudan has formally broken off diplomatic relations with Britain; the British Embassy there is still functioning. Negotiations are proceeding over detailed arrangements.

It has also been reported that Algeria has suspended exports to Britain and the United States of America, but the extent of this was not known at the time of the Journal going to press on June 13.

**Note:** No precise information about the position in the other Middle East countries was available when the *Journal* went to press on June 13.

**British shipping to the Middle East**

ON June 6, the Board of Trade issued the following advice to British shipowners:

'The closure of the Suez Canal and the risks arising from recent developments, which have caused the withdrawal of war risk insurance from ports in Syria, the Lebanon, Israel, Egypt and the Gulf of Akaba, make it inadvisable, in the view of Her Majesty's Government for British ships to approach these ports or to attempt to enter the Canal. No estimate can at present be made of likely duration of this situation.'

This advice was subsequently amended by the following statement issued on June 13:

'With the acceptance of the cease-fire it is no longer necessary to maintain the entirety of the advice contained in the statement issued on June 6 by the Board of Trade. The statement is therefore withdrawn. It should be noted, however, that the United Arab Republic Government have declared the Canal blocked and their ports closed to British ships. The situation elsewhere varies considerably from port to port and from day to day and shipowners should obtain what information is available about local conditions before deciding whether a ship should enter any particular port in the area.'

**Oil supplies**

Mr. Richard Marsh, Minister of Power, spoke on June 10 about contingency plans and emergency arrangements regarding the oil position and the consultations which were taking place through the OECD machinery in Paris. 'I am optimistic that the interruption in our oil supplies will amount to no more than a temporary inconvenience. But we are ready if it turns out to be something more than that. Meanwhile, the moment for any drastic action has not yet arrived', the Minister said.

**Statements in Parliament**

The statements on the Middle East situation made in Parliament by the Foreign Secretary on June 5 (*Hansard*, cols. 629-642) and the Prime Minister on June 6 (*Hansard*, cols. 796-809) were referred to in last week's issue of the *Board of Trade Journal*. The Foreign Secretary made further Parliamentary statements on June 7 (*Hansard*, cols. 1065-1079) and June 8 (*Hansard*, cols. 1291-1299), and Mr. George Thomson, Minister of State, Foreign Office on June 13.

## Changes in hire purchase and hiring controls

AS STATED by Mr. Douglas Jay, President of the Board of Trade, in Parliament on June 7, the Board of Trade have made the Hire Purchase and Credit Sale Agreements (Control) (Amendment No. 7) Order 1967 No. 866.

The effect of this Order is to reduce the minimum deposit payable in respect of hire purchase or credit sale agreements for cars and goods vehicles (other than three-wheelers) entered into on or after June 8, 1967, from 40 per cent to 30 per cent and to increase the maximum period for repayment of the balance from 24 months to 30 months. There are no changes in the hire purchase restrictions for other goods subject to the control.

The Board of Trade have also made the Control of Hiring (Amendment No. 5) Order 1967 No. 865 which reduces the advance rentals or charges payable before a hiring agreement for a car or goods vehicle (other than a three-wheeler) is entered into from 42 weeks to 32 weeks. There is no change in the advance rentals or charges payable on other goods subject to control.

Copies of the relevant Orders SI 1967 No. 865 (price 3d. or 6d. by post) and SI 1967 No. 866 (price 5d. or 8d. by post) will be obtainable from HMSO, 49 High Holborn London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1.

**Notes:**

The restrictions for three-wheelers, motor-cycles and bicycles were reduced in April to a deposit of 25 per cent and a minimum repayment period of 27 months.

The other restrictions, in force since July 1966, are:

(i) for cookers and water heaters – 10 per cent deposit, 48 months repayment;

(ii) for furniture and mattresses – 20 per cent deposit, 24 months repayment;

(iii) for other controlled goods – 33⅓ per cent deposit, 24 months repayment.

## Consideration of mergers

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the proposed acquisition of John Waddington Limited by Mardon International Limited to the Monopolies Commission under the provisions of that Act.

## Birthday Honours for service to export

THE FOLLOWING awards in the Queen's Birthday Honours List were cited in the *London Gazette* for services to export:

| Honour | Name | Position |
|---|---|---|
| KB | Peter Christopher Allen | Chairman, Committee for Exports to Canada, BNEC |
| | Cecil Mead. . . | Lately chairman and chief executive, International Computers & Tabulators Ltd. |
| CBE | G. M. Abrahams . | Chairman, Aquascutum |
| | E. C. Beck . . | Chairman, John Mowlem and Co. |
| | R. C. Booth . | Director, Birmingham Chamber of Commerce |
| | H. Crowther . | Director, Baker Perkins Holdings |
| | R. H. C. Foxwell . | Chairman, Wayne Kerr Co. |
| | A. W. E. Houghton . | Managing director (aircraft), BAC (Weybridge) |
| | G. A. Hunt . | Lately managing director, Massey Ferguson (UK) |
| | E. Kaye . . | Governing director, Lansing Bagnall |
| | P. C. F. Lawton . | Commercial and sales director, BEA |
| | A. A. Lombard . | Director of engineering, Aero Division, Rolls Royce |
| | S. J. Marks . | Chairman, Trebor |
| | R. Telford . . | Managing director, Marconi |
| | G. W. Wilks . | Chairman, Peter Brotherhood Ltd. |
| OBE | W. G. Baxter . | Managing director, W. A. Baxter and Sons |
| | J. H. Boughton . | Joint managing director, T. T. Boughton and Sons |
| | P. J. F. Croset . | Managing director, Holset Engineering Company |
| | J. D. Elstone . | Marketing director, David Brown Tractors |
| | M. W. Goodinge. | Deputy director, Society of British Aerospace Companies |
| | W. A. Greenhill . | Managing director, Bergius-Kelvin Co. |
| | H. Marsden . | Director, Edge Tool Industry |
| | L. G. Oxford . | Chairman, Fram Filters |
| | S. H. Richards . | Technical consultant, Marshall Richards Machine Co. |
| | P. T. Stephens . | Chairman and joint managing director, Saunders Valve |
| | F. W. Tomlinson . | Chairman and managing director, Pyrotenax |
| MBE | V. H. Balding . | Chairman and managing director, Balding Engineers |
| | D. A. Brown . | Marketing and sales manager, Baker Perkins (Exports) |
| | J. S. Carlaw . | Joint managing director, David Carlow and Sons |
| | H. E. C. Chard . | Export director, Weston Biscuit Co. (Wales) |
| | E. S. Coathup . | Managing director, Diamond Stylus Co. |
| | J. M. Cormack . | Export manager, Britfish |
| | A. Dawson. . | Chairman, Dawson and Downie |
| | S. B. Dinn . . | Chairman and managing director, Power Components |
| | A. E. Evans . | Chairman and managing director, Evans Electroselenium |
| | A. J. Fawcett . | Chairman, Tintometer Ltd. |
| | A. P. Harrison . | Divisional director and export manager, Angus Fire Armour Division, George Angus and Co. |
| | J. B. Janney . | Company director and export manager, Abel Morrall |
| | P. L. Jones . | Plant manager, Plastic Division, ICI |
| | J. E. Knight . | Sales manager, Fertiliser plant, Power-Gas Corporation. |
| | H. C. Law . . | Special assistant to technical sales and service director, Smith Industries |
| | E. J. Orchard . | Installation manager, Towler Bros. (Patents) |
| | H. Parnham . | Manager, Technical Sales Department and chief assistant to commercial director, General Refractories Ltd. |
| | E. W. Rowntree . | Managing director, Bonas Bros. Weavematic Looms (England) |
| | L. A. Ward . | Commercial manager, Small Engine Division, Bristol Siddeley Engines |
| | H. H. Watts . | Joint managing director, Beasley French and Co. |

# *Monopolies Commission's report on the supply of films*

ANSWERING A Parliamentary Question on June 8, Mr. Douglas Jay, President of the Board of Trade, announced that he had reached agreement with the film industry on the voluntary implementation of the report by the Monopolies Commission on the Supply of Films for Exhibition in Cinemas. The President's answer was as follows:

'As a result of discussions which my department have had with representatives of all the interested parties, the industry has made proposals for implementation of the Monopolies Commission's report. I have accepted these proposals.

'I have received assurances from the Rank Organisation and from the Associated British Picture Corporation that they will extend the practice of flexible booking, that is, of giving trial runs to films whose commercial worth is in dispute and of giving partial circuit bookings to films which appeal only to a limited audience. The exhibitors' associations have also agreed to recommend their members to adopt a flexible attitude to the booking of films.

'The industry are establishing a Trade Disputes Committee and an Appeals Tribunal to deal with disputes over the allocation of films. Any exhibitor in the industry, including one who proposes to build or open a new cinema, will be able to use this machinery. The Trade Disputes Committee will consist of four distributors and four exhibitors whose decision has to be unanimous. In the event of disagreement the Appeal Tribunal will adjudicate on the matter. It will have a permanent, independent chairman appointed by the industry in consultation with me, and he alone will have the right of decision, the industry's representatives acting only as advisers. I believe that this system will work satisfactorily. If it does not, the need for competitive bidding for individual films will be reconsidered.

'The Rank Organisation have undertaken to show their documentary film "Look at Life" in their cinemas for not more than 39 weeks each year instead of the present 52. In the remaining 13 weeks they would book other documentary and short films on their merits, for showing on their circuit, subject to normal commercial considerations.

'The industry have agreed that no cinema will operate a bar on a 35 mm film for more than four weeks after starting to show the film. In the case of 70 mm films, a maximum bar of 16 weeks will apply in an existing situation. As the Commission recommended, distributors will remain free to determine the length of a run in the light of their assessment of the commercial advantage. The Board of Trade will keep under regular review the arrangements for settling disputes over time and distance bars.

'The Kinematograph Renters' Society have agreed that the hire of any film should not be made conditional upon the acceptance of other films.

'The Kinematograph Renters' Society have also undertaken to rescind the three recommendations which the Commission proposed that they should rescind.

'The industry's intentions are explained in greater detail in a document which I am placing in the Library of the House. I am satisfied that this settlement should go a long way to improve competitive conditions in the film industry, and I welcome the spirit in which the various sections of the industry have collaborated in reaching it.

'I shall keep the whole situation under review in order to see that the desired effects are achieved. If it appears, after a reasonable interval, that they are not, I shall not hesitate to discuss the matter with the industry again and to take such further action as I consider necessary.'

Copies of the report (Films: A Report on the Supply of Films for Exhibition in Cinemas, October 1966) are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 9s., or by post from HMSO, PO Box 569, London, S.E.1, price 9s. 9d.

**Notes:**

The reference to the Monopolies Commission was made on September 23, 1964, and the report published on October 31, 1966.

The Commission found that monopoly conditions did prevail and operated contrary to the public interest in that: (a) The Rank Organisation takes more than one-third of the supply of films; (b) Rank and ABPC, taking between them more than one-third of the supply of films, do not compete freely with each other for the supply of films in that each makes a practice of booking films mainly from certain distributors, and in general does not deal with distributors who supply the other; (c) More than one-third of the supply of films is taken by exhibitors who restrict competition by operating 'bars' against other exhibitors; (d) More than one-third of the supply of films is supplied by distributors who restrict competition by making the hire of one film conditional on the hire of another; (e) More than one-third of the supply of films is supplied by members of the Kinematograph Renters' Society who restrict competition by preventing exhibitors booking films on behalf of other exhibitors, and by limiting the extent to which exhibitors can use their premises for purposes other than the exhibition of films.

*Left to right: Sir Leonard Sinclair, chairman; Mrs. Gwynfor Evans; and Mr. Aubrey Crawford, managing director of BAO; look on as Mr. Gwynfor Evans, Welsh Nationalist MP, announces the official opening of the new 54,000 square foot extension to BAO Kidwelly lens plant which will house the new bifocal production line. The factory was opened on June 9.*

The Commission also found that Rank's monopoly position enabled it to give a preference to the exhibition of certain of its own documentary films, which operated contrary to the public interest.

The Commission found that these conditions and practices combined to produce a degree of rigidity in the cinema industry which was detrimental to the service which the industry gave to the public. The Commission did not favour the creation of a third circuit: nor did it recommend breaking up the present system since it considered that proposals involving the dismantling or rearrangement of the two major circuits offered insufficient assurance and benefit to justify the difficulty and upheaval that they would entail. Instead it recommended certain measures to be taken by the leading organizations to increase the flexibility of the industry, namely:

(a) ABPC and Rank should give an assurance that they will extend their practices of giving certain films 'trial runs' and partial circuit bookings; (b) ABPC and Rank should take the lead in arranging for the film industry to make proposals to the Board of Trade providing (1) for machinery to deal with disputes over allocation of product, and (2) for exhibitors to have the right to bid for films in competition; (c) Rank should book documentary and other short films solely on their merits; (d) the Board of Trade should keep under review the arrangements for settling disputes over time and distance bars; (e) no cinema (other than a West End cinema) should operate a bar on a film for more than four weeks after starting to show the film, and any other exhibitor should have the right to bid for a licence to exhibit the film after that time; (f) distributors should not make the hire of any film conditional upon the acceptance of others; and (g) the Kinematograph Renters' Society should rescind its recommendations whereby exhibitors were prevented from booking films for other exhibitors and were limited in the extent to which they could use their premises for purposes other than the exhibition of films.

# *Practical applications dominate EOQC conference*

EMPHASIS ON THE practical application of quality and reliability principles was a dominant feature of the 11th Annual Conference of the European Organization for Quality Control, held in London on June 6, 7 and 8, and case histories from many different countries showed that Q & R theory has in many cases become well-established practice.

In the session entitled 'Quality and Reliability in Design', speakers from Denmark, Switzerland and the United Kingdom gave practical examples of the savings to be achieved by ensuring effective design practices from the points of view of market research, design conception and value engineering. American, Japanese and Swedish experts spoke on the ensuring of correctness of design in the session 'Reliability Assurance' – a mathematical approach to proving the design in quantity production was followed by two papers on the problems of proving the design in individual projects, with particular reference to the shipbuilding industry, and a presentation of two case histories illustrating the problem of preparation of specifications to form a complete specification system for the customer's as well as the producer's assurance of product reliability.

The theme of practical application of principles was stressed by Mr. Anthony Wedgwood Benn, Minister of Technology, speaking at a dinner for delegates at the Guildhall attended by HRH the Duke of Edinburgh. 'Technology can be the major factor uniting Europe', said Mr. Benn, 'and if we do not make it so it can first divide us, then handicap us, and finally cheat us of the full fruits of our own research and development efforts.'

'This week's conference,' continued Mr. Benn, 'has a very full agenda and many complex and detailed matters to consider, but I am sure that everyone who is attending it must be deeply conscious of the wider significance of their work. We are all here to see that the application of modern technology strengthens and unites Europe and does not divide and weaken it.

'Just as modern military technology has confronted humanity with the stark choice – co-operate or destroy civilization – so, on a less dramatic level, industrial technology poses equally important choices. Only if the possibilities for standardization are grasped throughout European and world industry can we hope to see our economies enjoying the full benefits technology can bring. We must work energetically for standardization, agreed quality control, common specifications and inspection procedures. Unless we can get standards right we shall be in real trouble.'

Mr. Benn concluded by saying that the pressures to achieve technological unity in Europe would in the end prove irresistible. 'The job we are taking on,' he said, 'will require the efforts of many thousands of people for many years ahead. Your own European Organization will be making an important contribution to this task. The British Government will continue to give its fullest possible support. For, when all has been said and done, we are concerned with something even more important than the standardization of our products and the flow of trade. We are concerned with the task that history has put upon our shoulders at this moment in time. We are concerned to see that the products originating from the most creative minds in the laboratories of the world lead to a closer understanding between peoples.'

The importance of individuals and the need for every person connected with any aspect of quality and reliability to be fully involved in the process was a major theme of the conference, illustrated by the following extracts from two papers given in the session 'Management Policy'.

Mr. Edmund B. Fitzgerald, Cutler-Hammer Inc. (USA), 'Responsibilities of Management'. 'I propose that we expand the generally accepted concept of total quality control to include *everything* in a company that bears on quality, including the *performance of people*. I say that the performance of people is the legitimate province of top management and also of anyone concerned about quality; the first step in such a concern is for top management to set a policy involving everyone in the organized pursuit of excellence.'

Mr. F. G. Willemze, NV Philips Gloeilampenfabrieken (Holland), 'Involvement of People'. 'Supervisors need to change their approach from authoritative to co-operative. There is an interaction between giving workers more opportunities to organize their own work, involvement in their work and evaluating their abilities in a more objective way. When financial incentives are applied they should be based on quantity and quality and other parameters. People prefer to be evaluated by management if they know that this is based on variables which they can influence.'

*Lord Walston, Parliamentary Secretary, Board of Trade, opened the EOQC Annual Conference on June 6.*

The session 'Planning for Production to Specification' was concerned with the overall considerations and decisions leading to optimization of facilities, and consisted of three practical discussions from Italian, Spanish and Norwegian experts on equipment, systems, and the effect on people.

'Purchasing' had as its theme quality assurance from the customer's viewpoint. A Swedish paper on basic products described a codified system of sample requisitioning, a German paper on subcontract products dealt with the 'buy' decision and showed the procedure for ensuring that the quality standards of bought-in parts and sub-assemblies conform to requirements, and a Danish contribution discussed proprietary products.

Motivation from the management and executive viewpoint and from the worker viewpoint was discussed in the 'Producing to Specification' session, and a contribution on the monitoring of quality dealt with an attempt to provide a clear concept of quality in the machine tool industry.

The means of ensuring that customers' experience of products in use is fed back to the works and harnessed to improve product reliability were discussed in the session 'Benefiting by User Experience to Improve Reliability' from the points of view of a State user (the Tatra automobile plant, Czechoslovakia), the industrial user (account of the recording and use of findings obtained in connection with parts purchased from suppliers or used in the Bayerische Motoren Werke's own factory), and the consumer (account of a system used at Metalurgica de Santa Ana (MSA) to improve the quality of its products in terms of information resulting from a study of products used by the consumer).

'All customers have responsibilities as well as rights to ensure that there is a continued improvement in product quality and reliability was the theme of the last session 'The Customer's Role', discussed from the viewpoints of State and large companies, the industrial buyer of consumer goods and the consumer.

A final analysis of the contributions to the conference and the requirements for future international action was given by Lord Kings Norton of Wotton Underwood, president of the National Council for Quality and Reliability.

The two broad major objectives which had emerged from the conference's discussions, said Lord Kings Norton, were the belief

that much of the waste in world resources (manpower, materials, equipment and money) could be eliminated if there was a genuine world-wide belief in, and implementation of, the basic principles of quality and reliability, and that the involvement of everybody concerned was essential if quality and reliability were to be effectively applied.

Proposals for future EOQC action put forward by Lord Kings Norton came under three headings: encouragement of national action within individual countries; the introduction of quality and reliability as an aim to be adopted by all international bodies irrespective of the subject with which they were primarily concerned; and co-operation between all countries in developing the wider adoption of QR systems and procedures and encouraging their use.

'Let us make no mistake about it', concluded Lord Kings Norton, 'we are all together in this struggle for improved customer satisfaction even though we may be in direct competition in selling. Whether or not we all apply the knowledge we gain from collaboration and the extension of international activities is up to each country individually. I doubt, however, if any single one of us can afford not to.'

The conference was organized by the British Productivity Council in association with the National Council for Quality and Reliability.

*See also CoID 'Quality and Reliability' exhibition, page* 1570.

## National productivity conference

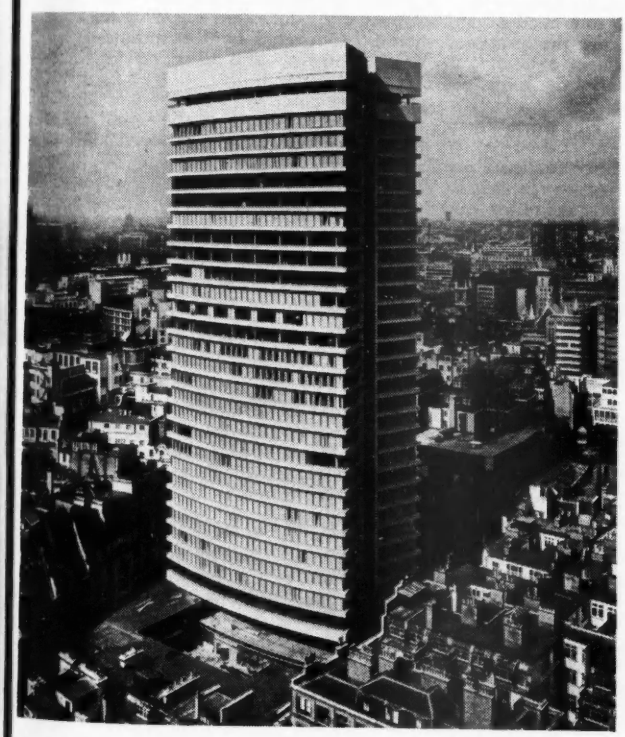
THE PRIME MINISTER'S conference on National Productivity was opened at Lancaster House, London, on June 14. Points made during papers read at the Conference will be published next week.

## Conference on European co-operation in telecommunications

THE BRITISH COUNCIL of the European Movement is holding a conference in London yesterday and today (June 16) entitled 'European co-operation in telecommunications'. Technical reports are being presented on: exchange and terminal equipment; cable methods; radio methods; and satellite methods.

General, and is being attended by telecommunications experts from many European countries.

The Conference was opened by Mr. E. W. Short, the Postmaster-General, and is being attended by telecommunications experts from many European countries.



*Officially opened by the Lord Mayor of London, Sir Robert Bellinger, on June 15, the new 30-storey skyscraper headquarters of the National Provincial Bank in Drapers Gardens in the City. The new building replaces the old head office at 15 Bishopsgate, which was rebuilt in 1866. Among the banks which amalgamated with the National Provincial was the London and Yorkshire, which stood on the site of Drapers Gardens, thus completing the cycle of the bank's interest in this site.*

## 'Management of International Licensing' conference

A TWO-DAY conference on 'The Management of International Licensing' was held in London by the British Institute of Management in collaboration with the Licensing Executives Society of the United States on June 7 and 8. Subjects discussed by delegates included: Implications of international licensing; Legal considerations and problems; International licensing in different industrial groups; and International licensing into and out of various countries or regions.

An export reconnaissance to Sweden and Denmark was recently organized by the BIM, consisting of 21 members from various branches of industry and commerce. The party remained in Sweden and Denmark from June 4 to 16, exploring the possibilities of expanding British exports to Scandinavia.

## Netherlands Chamber of Commerce

THE NETHERLANDS Chamber of Commerce in the United Kingdom will hold its annual luncheon on June 27, at the Hotel Krasnapolsky in Amsterdam.

Guest of Honour and speaker will be the Rt. Hon. Lord Brown, MBE, Minister of State, Board of Trade.

Many British and Dutch Members of the Chamber will attend to make use of the opportunity to meet their trade partners from both countries.

Because of the present situation concerning Britain's application for membership of the Common Market, this is an excellent opportunity for British Members of the Chamber to obtain first-hand knowledge about business in the country which has always been the most fervent supporter of Britain's entry into the EEC, says the Chamber.

## Industrial relations conference

A JOINT one-day conference on 'New thinking on Industrial Relations' will take place in London on July 18. It will be organized by the British Institute of Management and the Institute of Personnel Management. Full details are available from the Conference Secretary, British Institute of Management, Management House, 80 Fetter Lane, London, E.C.4.

## Increased grants for construction industry

NEW GRANT TERMS for the Construction Industry Research and Information Association (CIRIA) by the Ministry of Technology, in collaboration with the Ministry of Public Building and Works, will provide the association with Government financial support up to a maximum of £400,000 per year. This increased grant will assist the association to develop, on behalf of its members, a new building research programme and an information and advisory service for the building and civil engineering industry.

Under the new terms the Ministry's main grant will continue as at present, at the rate of 100 per cent – £1 for £1 – of the association's grant-earning income, but with the upper limit raised to a maximum of £300,000 per annum. Further to the main grant an extra grant of £1 for each £1 allocated to information services, limited to one-third of the grant-earning income, will provide additional support for the information and advisory service. The Ministry of Public Building and Works, will bear the cost of this additional grant. The new grant terms will be effective for three years from July 1, 1967.

The association, previously the Civil Engineering Research Association is to extend its research programme to include building.

**Note:**

Inquiries on the work of the Association should go to the Construction Industry Research and Information Association, Old Queen Street House, 6 Storey's Gate, London, S.W.1 (Tel. 01-839 6881).

## France honours British engineers

THE SOCIÉTÉ d'Encouragement pour la Recherche et l'Invention honoured five members of the Institution of Electronic and Radio Engineers by the presentation of its Ordre du Mérite pour la Recherche et l'Invention, at a meeting held in Paris on June 7.

This was the first time that this society, which was founded in 1955, has awarded medals to engineers from outside France 'who have attained particular distinction by their activities or by the efficient contributions they have made to the development of research and invention'.

## BNEC 'News'

THE SECOND ISSUE of the British National Export Council's 'News' has now been published. It deals with four main topics: Marketing Components; Indonesia; Hotels in Africa; and Operation Lysistrata an effort to make women aware of their effect on economic policy. BNEC News is published by BNEC at 6-14 Dean Farrar Street, London, S.W.1.

## Budget poster

THE TREASURY announce that a poster in three colours, illustrating the 1967 Budget is now available and may be obtained, post free, from Circulation Section (H), Central Office of Information, Hercules Road, S.E.1. The poster is available in three sizes: Crown Folio 9 in. x 14 in., Crown 15 in. x 20 in. Double Crown 20 in. x 30 in.

## The Nightdresses (Safety) Regulations 1967

THE HOME OFFICE have announced that all adults' nightdresses offered for sale in this country which are not flame-resistant will be required to have a label stitched in them bearing the wording: 'Warning – keep away from fire' by Regulations made by the Home Secretary under the Consumer Protection Act, 1961, which were published on June 6. The label must be of durable material set out in durable and legible characters. This labelling requirement comes into operation on September 1 this year for nightdresses exceeding 45 in. in length and December 1 for the remainder. Up to March 1, 1968, a removable ticket will be acceptable as an alternative to a stitched label.

## Fan report will aid £30m industry

WIDE VARIATIONS in the methods used by manufacturers and purchasers for testing the performance of fans have put British fan exporters at a disadvantage in the past. Alleviation of this problem will be assisted by work undertaken at the Ministry of Technology's National Engineering Laboratory whose findings are being used by the committee drafting international standard tests for fans.

Three test methods that give different results for the same fan are described in a report* published by the National Engineering Laboratory, East Kilbride, Glasgow.

Britain's 30 main fan producers achieved sales estimated at more than £30 million last year, with a substantial part going overseas. International standardization will enable British firms to bid on level terms with overseas competitors.

The laboratory's earlier work in this field showed that the French test method gave performance figures about 3 per cent higher than the British test method for the same fan. The French and British methods are now generally in line, giving substantially the same results.

One of the authors of the laboratory's report, Mr. M. M. Daniel, was leader of the United Kingdom delegation at the recent meeting of the International Standards Organization (ISO) working group on methods for fan performance testing.

*Copies of the report No. AR 264, 'A Study of three methods of testing fans', are available, free of charge, from NEL Information Services, National Engineering Laboratory, East Kilbride, Glasgow.

## ESB supplement on exporting to Spain

A SUPPLEMENT TO the Board of Trade *Export Services Bulletin* entitled 'Spain – Opportunities for British Exporters' was published on June 12.

The supplement contains detailed market reports on a selected group of products, which are considered as offering favourable opportunities for the expansion of British exports to Spain.

The products chosen are agricultural machinery, sports equipment and small boats, radios and radiograms, tape recorders and record players, wallpaper, woollen and worsted cloths, books, frozen foods, garage equipment, domestic metal utensils and appliances, wooden furniture, do-it-yourself equipment and paper stationery.

## EFTA Bulletin for June

STATEMENTS BY THE individual EFTA Governments concerning the United Kingdom's application to join the European Economic Community appear in this month's 'EFTA Bulletin', the regular journal of the EFTA Secretariat in Geneva. Also included are the first of a new series of articles on advertising and media in EFTA countries; an interview with the chairman of the EFTA Working Party on Patents; and a note on Annexes D and E to the Stockholm Convention listing those agricultural and marine products not subject to EFTA duty reductions.

Copies of the 'EFTA Bulletin' are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479, 2480).

## Industrial Training Act: chemical and allied products

MR. RAY GUNTER, Minister of Labour, on May 25, circulated to interested organizations a draft definition outlining the activities which he proposes should be covered by the industrial training board to be set up for the chemical and allied products industry under the Industrial Training Act, 1964.

The Minister is to appoint as chairman of the board Mr. C. M. Wright, formerly personnel director, Imperial Chemical Industries Ltd., and currently a member of the Economic Development Committee for the Chemical Industry.

Any organization which considers that it has an interest in this draft definition and has not yet received a copy should apply to the Ministry of Labour (TC 1), 32 St. James's Square, London, S.W.1 (Tel. 01-930 6200, Ext. 109). Observations on the draft should reach the Ministry by June 21, 1967.

## 'Continuing need for training' says CTC second report

THERE WILL BE a continuing need to develop adult training and retraining as far as can be seen into the future, states the second report* to Mr. Ray Gunter, Minister of Labour, of the Central Training Council, which was published on June 8.

The Council add that there will in due course be a full range of industrial training boards to cover industry and commerce generally. 'It will be their job,' they state, 'to estimate the future manpower requirements of their industry, and, by means of their grant schemes, aim to secure a volume of trained workers sufficient to make good the manpower shortages that have been a constant preoccupation of industry during the last 20 years.'

However, the Council feel that it would be unrealistic to suppose that shortages would not arise in some occupations from time to time, and the need for retraining of adults for new jobs would always be present.

Mentioning a further consequence of the need to train for skilled manpower shortages, the Council state that in the case of those occupations for which the normal method of entry is by apprenticeship, it has so far been the view of both the Ministry and the industrial training boards that the accelerated training of adults is something that, in view of their expertise and the arrangements made with the trade unions, is most conveniently carried out by Government Training Centres.

*Central Training Council, Second Report to the Ministry, HC 486, HMSO, price 3s. net.

## Imports from the USSR

THE IMPORT Licensing Branch of the Board of Trade have issued Notice to Importers No. 1191, dated June 13, 1967.

The licensing arrangements for imports from the USSR for the 12 month period expiring on December 31, 1967, were announced in Notice to Importers No. 1176 dated January 28, 1967.

The following revisions were announced recently:

| | Original Quota | Revised Quota |
|---|---|---|
| | £'000 c.i.f. | £'000 c.i.f. |
| 1. Motor vehicles and spare parts | 200 | 240 |
| 36. Motor cycles and bicycles and spare parts | No separate quota | 25 |
| 4. Alarm clocks | 25 | 75 |
| 5. Transistor radios and parts (other than transistors) | 100 | 300 |
| 10. Hand-made carpets | 550 | 1,050 |
| 12. Medicines, drugs and pharmaceuticals and raw materials used in their manufacture | 180 | 450 |
| 24. Galvanized buckets | 5 | 10 |
| 16. Canned salmon | 985 | 1,185 |
| 37. Electric lamp bulbs | No quota | 10 |
| 38. Frozen herrings | No quota | 100 |
| 39. Ready-made clothing | No quota | 50 |
| 40. Miscellaneous consumer goods to be agreed with the Board of Trade | 250 | 400 |

In addition, under the heading 'Sundry Goods', the limit for window glass of 3 mm. nominal thickness or less has been increased from £45,000 to £55,000.

The procedure for making imports is as set out in the earlier Notice to Importers.

## Imports of fresh pears

THE BOARD OF TRADE have announced in Notice to Importers No. 1192 that the quota for imports of fresh pears from non-sterling sources other than Eastern Area countries for the 12 months from July 1, 1967, to June 30, 1968, is being repeated at 560,000 cwts.

Applications can be considered only from traders who held such licences during the quota year now ending. They should be made on form ILB/A and be sent to reach the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, as soon as possible. Page 1 of the application form should be completed and page 2 left blank; on page 3 and copies, *only* the applicant's name and address and description of goods (fresh pears) should be entered.

Before issuing licences, the Board of Trade reserve the right to make such inquiries about the use of current licences as they think desirable.

Applicants who wish to effect clearance at more than one port should make out the appropriate number of forms, indicating the proportions in which they wish their allocations to be split.

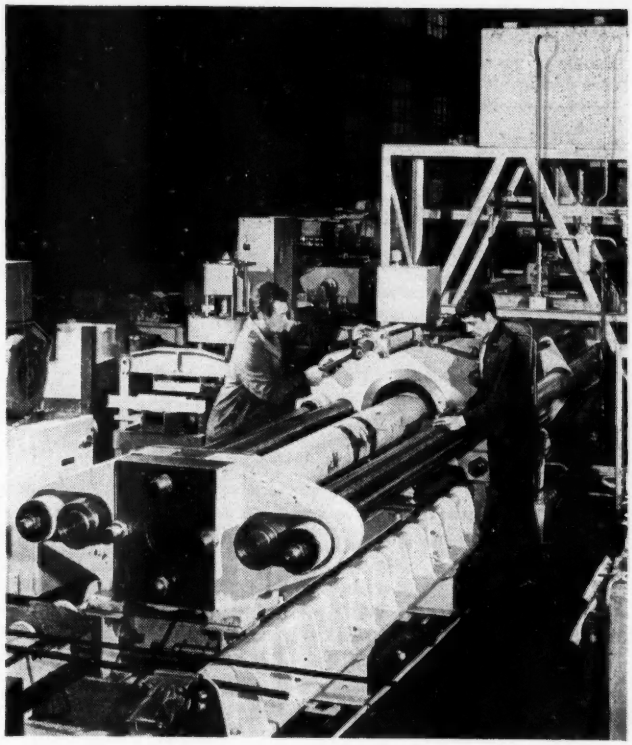
## Application for temporary exemption from import duty of naphthalene

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of the naphthalene (27.07 or 29.01) on the grounds that the supply available is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 30, 1967.



*Completing the assembly of a 300-ton-capacity chain-testing machine for Bombay Dockyard in the Birmingham works of W. & T. Avery Limited. This machine has been designed to test specimens of chains and wire ropes in lengths ranging from 32in. to 108ft. 8in. It is a self-indicating horizontal model and is suitable for making both proving and breaking tests. The hydraulically powered ram has a maximum stroke of 9 ft. The machine, which has been tested and calibrated to well within the tolerances laid down by British Standards, is being dispatched to the dockyard through the Avery Company of India (Private) Limited.*

## British engineering in Bulgaria

THIRTY-TWO BRITISH engineering companies are participating in the British Engineering 'Days' being held in Sofia, June 12-15. The 'Days', which are being organized by the London Chamber of Commerce and the British Mechanical Engineering Federation in conjunction with the Board of Trade, are being held at the invitation of the Bulgarian Chamber of Commerce and the Bulgarian Union of Scientific Societies.

British engineering exports to Bulgaria rose from under £1 million in 1965 to over £4½ million in 1966 and the Bulgarians are keen to buy more from Britain. The organizers have been provided with a detailed list of British products and processes that the Bulgarians are interested in and from this the Engineering Days, comprising an exhibition, symposium and a series of films, have been organized. In all, 25 lectures on new techniques, developments and machinery, together with 18 films, will be delivered to specially invited audiences of engineers, designers and end-users from the Ministries, Trading Corporations and industry. About 2,000 visitors are expected.

### OPPORTUNITIES FOR EXPORTERS

*Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the* Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

# *Patents endorsed 'Licences of Right'*

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified.

| NUMBER | GRANTEES | SUBJECT-MATTER |
|---|---|---|
| | May 8, 1967 | |
| 829,175 | Kali-Chemie A.G. | Method of producing very pure silicon or germanium. |
| 866,011 | Silvercrown Limited | Automatic processing plant. |
| 868,041 | Midland Silicones Limited | Electrical insulation. |
| 918,792 | Morrey, Clifford | Mountings for outboard motor propulsion units on boats. |
| 950,517 | Commissariat a l'Energie Atomique | Heat exchanger apparatus. |
| 955,417 | Houilleres du Bassin du Nord et du Pas-de-Calais. | Method of carrying out exothermic reactions. |
| 955,418 | Houilleres du Bassin du Nord et du Pas-de-Calais. | Reactors. |
| 1,013,474 | Societe Anonyme des Ateliers de Secheron. | Polyphase electric arc furnace regulator. |
| 1,031,425 | Chinoin Gyogyszer-es Vegyeszeti Termekek Gyara RT. | New aralkylamines and their preparation. |
| 1,037,099 | Randall, Ernest | Pivoting fishing reel. |
| | May 10, 1967 | |
| 969,996 | Ilford Limited | Production of positive photographic records. |
| | May 12, 1967 | |
| 1,040,603 | Giorgio Aldofo Grandi | Looms for weaving hair fabrics. |
| | May 17, 1967 | |
| 885,317 | The Goodyear Tyre & Rubber Company. | Manufacturing printing blanket. |
| 941,000 | Blanch, Alvan Bennett | Apparatus for weighing bulk material. |
| 949,315 | Orphahell N.V. | Preparation of N-(5-nitro-2-furfurylidene)-3-amino-2-oxazolidones and new chemical compounds prepared thereby. |
| 961,045 | Orsymonde | A tetrahydroglyoxaline compound having a taraxic activity. |
| 981,056 | Kozponti Fizikai Kutato Intezet | Scintillators. |
| 1,001,199 | Otto B. May Inc. | Azo dyes containing fluorine. |
| 1,030,597 | Patin, Pierre, and Another | Fitment for machining a hypocycloidal-toothed gearwheel. |
| 1,039,939 | Gevaert Photo-Producten N.V. | Apparatus for feeding sheets in documents copying processes. |
| 1,050,343 | Wilmot Packaging Limited | Transistor amplifiers. |
| | May 18, 1967 | |
| 873,292 | Woods, L'Estrange Frederick Stuart. | Drum and barrel transporting trucks. |
| 874,011 | Agfa A.G. | Cyanine dyestuffs derived from 5-(a-thienyl)-benzoxazoles and silver halide emulsion layers optically sensitized therewith. |
| 1,045,037 | Societe d'Optique et de Mecanique de Haute Precision. | Photogrammetric plotter. |
| 1,047,414 | Le Materiel Electrique S.W. | Heavy-current insulating bushing for electrical appliances. |
| | May 23, 1967 | |
| 745,413 | Parfect, George Frederick | Shirts and like garments for personal wear. |
| 939,122 | Scovill Manufacturing Company | Footwear. |
| 952,032 | Chavand, René | Compound transmission belts. |
| 970,518 | Sio Pway Khee, trading as Teaco Industrial Corporation. | Tea strainers. |
| | May 24, 1967 | |
| 813,000 | Agfa A.G. | Photographic filter and antihalation layers. |
| 834,244 | United States Atomic Energy Commission. | Remote-control manipulator. |
| 859,548 | United States Atomic Energy Commission. | Nuclear reactor control rod. |
| 890,971 | United States Atomic Energy Commission. | Brazing alloy. |
| 901,611 | Pearson, Joseph | Accessories for detecting faults in the earthing circuits of electric supply systems. |
| 907,830 | United States Atomic Energy Commission. | Method of reprocessing UO2 reactor fuel. |
| 910,366 | United States Atomic Energy Commission. | Gradient fuel plates. |
| 934,362 | Philco Corporation. | Liquefaction of gases. |
| 943,465 | Van Hattum en Blankevoort N.V. | Suction pipe with refuse catcher for a sand-pump dredger. |
| 945,858 | Kuhlmann, Franz | Copying mechanisms. |
| 946,402 | Kromberg, Gerda | Single and multi-wired electric cables. |
| 969,114 | Philco Corporation. | Foam plastic structures. |
| 978,902 | County Commercial Cars Limited | Mountings for engine-gear box-axle units on vehicles. |
| 981,717 | Etablissements Boutillon S.A. | Indicating and calculating apparatus. |
| 1,015,987 | I.N.M. Industries Corp. | Window regulating mechanism. |
| 1,031,176 | Femnyomo Es Lemezarugyar | Single-phase motors. |
| 1,043,286 | Philco-Ford Corporation. | Semi-conductor devices. |
| 1,044,291 | Coates Brothers & Company Limited | Combustion of organic matter in oven fume. |
| 1,051,619 | Philco-Ford Corporation. | Electric signal apparatus. |
| | May 30, 1967 | |
| 919,684 | Agfa A.G. | The sensitization of electrophotographic layers. |

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patent Office.

GORDON GRANT,
*Comptroller.*

## REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Counsellors abroad have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, W.C.2. (Telephone Holborn 3422).

**Symposium – An Assessment of Some Factors Affecting the Availability of Oil and Gas in the United States through 1980.** Session III – Alternate Domestic Sources for Oil and Gas. Session IV – New Energy Conversion Concepts. (Session I, on advancing technology in winning fresh reserves, was reported in UKSM report No. 67/18). By R. G. Voysey. 12 pages. *UKSM report No. 67/20.* The last two sessions of the symposium, held by the United States Department of the Interior, to discuss the factors relating to the availability of oil and gas in the United States of America up to 1980, were concerned with amelioration of the position by synthetic supplies and by reduction of requirements by the development of more efficient prime movers.

**Agriculture and Air Quality,** by H. K. Bourne. 9 pages. *UKSM report No. 67/21.* It has long been known that air pollution can cause harmful effects in plants. The problem is becoming serious and is extending to parts of the United States of America which have previously been free from this effect. This report describes some of the consequences to vegetation of polluted air.

**New Horizons in Science and Engineering,** by H. K. Bourne. 12 pages. *UKSM report No. 67/23.* During the 1967 IEEE Convention in New York, a symposium was held in which a number of well-known speakers described the developments they expected to see during the 1970's in the fields of physics, quantum electronics and chemistry, and in communications, television and broadcasting, and microelectronics and space research. The opportunities which computers can offer to society were also discussed.

**Japanese Scientific and Technical Publication in European Languages.** A Fifth List. 1, Engineering and Technology Generally. 2, Mechanical Engineering and Machinery. By C. R. S. Manders. 13 pages. *Japan 70.* Nearly one-third of the journals covering engineering technology generally in Japan carry papers in European languages (mostly English). A further group carry English abstracts or summaries. The report lists a total of 89 journals, all of which are now held by the National Lending Library for Science and Technology, Boston Spa, Yorkshire.

**Department of Education and Science Overseas Newsletter.** No. 6, April 1967. This issue covers reports from United Kingdom Scientific Counsellors abroad published between December 1966 and March 1967.

**ADVERTISEMENT INQUIRIES FOR THE JOURNAL**

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (City 3718).**

## Prime Minister opens new mill in Workington

MR. HAROLD WILSON, the Prime Minister, spoke at a luncheon on June 9 to mark the opening of the Workington Pulp and Board Mill of Thames Board Mills Ltd., Workington, Cumberland. In his speech Mr. Wilson said that the opening of this new mill was an example of what could be done by forward and progressive thinking to develop new industries making full use of Britain's natural resources and thus reducing our dependence on imports. Co-operation between Government and industry, he said, was succeeding in bringing new life to the old industrial areas of the country, and the new Workington mill was a fine example of the new industries which were being established in all parts of the development areas.

## Investment grants

AS THE *Board of Trade Journal* went to press on June 13 it was anticipated that an announcement would be made the following day on the timing of investment grant claims. Details will be given in next week's issue of the *Journal*.

## N-E Development Council report

THE Sixth Annual Report of the North East Development Council is published today (June 16). The report will be presented to the Council's annual meeting to be held in Newcastle-on-Tyne today.

The report records that there were 16 new industrial members during the year, and the total industrial membership is now 347. There are 29 trade union members.

The Council has recently appointed a new director, Mr. F. M. Dawson, who took up his appointment on June 1. He succeeds Mr. George Chetwynd, who has taken up an appointment as vice-chairman of the Land Commission.

## Ulster Weeks

THE SOUTH OF ENGLAND will have its first Ulster Week in Southampton in October. This has been agreed at a meeting between the Southampton Civil Authorities and commercial organizations and the Ulster agent in Great Britain, Sir William Jenkins. It will be the seventh Ulster Week to be held in Great Britain.

The Mayor of Southampton, Alderman G. W. Husband, has promised the city's full support for the Ulster Government's trade and friendship promotion. Highly successful Ulster Weeks have already been held in Nottingham, Bristol, Edinburgh, Sheffield, Newcastle-upon-Tyne and Leeds.

## Chester — Official Receiver's Office

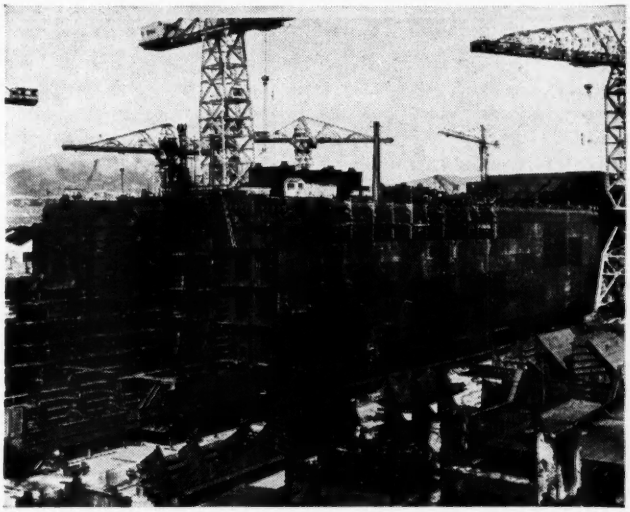
A NEW OFFICE is to be opened for the Official Receiver in Bankruptcy – Chester. With effect from July 3, 1967, the address and telephone number will be: Dee Hills Park, Chester, Cheshire (Tel. 0244 21471/2).

## Trade mission for Canada

THE LONDON CHAMBER OF COMMERCE is to send a 20-man trade mission to Canada, October 10-November 1. The mission, which is to be led by Lord Tweedsmuir, will be visiting Quebec, New Brunswick, Prince Edward Island, Nova Scotia and Newfoundland.

With large-scale British trade promotions taking place this year in Toronto and Vancouver it is felt by the London Chamber that the Atlantic Provinces and Quebec, both markets that have been rather overlooked by British exporters, should be covered.

Products to be represented on the mission, which is being organized in conjunction with BNEC Canada and the Board of Trade, include shipbuilding, marine engines and equipment, food processing and refrigeration plant, sewage and water treatment, containerized transport facilities, mining and construction, electronics and a wide range of consumer goods.



*The biggest ship under construction in Europe – the 'Myrina' – a 190,000 d.w.-ton tanker at Harland & Wolff Ltd., Belfast. It is so big that when half the hull was completed it was moved 120 ft. down the slipway to make room for the forward half to be built. British Oxygen Vortic Marine electrodes are being used extensively for steel welding applications on the new tanker, which is due for completion at the end of the year. It is being built for Deutsche Shell, AG.*

## Ulster's £140 million new city

THE UNITED KINGDOM'S latest new city – Craigavon – in Northern Ireland, which has moved rapidly from the planning stage to the building stage, is the subject of a report published on June 6 by the Development Commission for the £140,000,000 project.

The first report on the new city, published in 1964, established the feasibility of building a new community embracing the existing towns of Lurgan and Portadown in County Armagh, and providing for a population of 100,000 people by 1981.

This second report presents the more detailed plans for the development of Craigavon over the period to 1981, and suggests the potential of development beyond this period up to the year 2000. The report also sets out in greater detail the programme of work for the next five years and estimates that the Development Commission's expenditure in this five-year period will be up to £30,000,000.

## Marine inquiry—'Isle of Gigha'

THE BOARD OF TRADE have directed that a public formal investigation should be held into the circumstances of the capsizing on November 11, 1966, off Islay, Argyllshire, of the transport ferry 'Isle of Gigha', which resulted in the loss of two lives.

The date and place of the public hearing will be announced in due course.

## BoT marine offices — telephone numbers at Walsingham House

BECAUSE OF the conversion to all-figure numbers, the telephone numbers of Marine Survey Office, London, at Walsingham House, 35 Seething ane, London, E.C.3, have been changed. The new numbers are as follows:

| | |
|---|---|
| Marine Survey Office/Inspector of Ships' Provisions | 01-481 8081/6 |
| Examiner of Engineers | 01-488 3093 |

**LETTERS TO THE EDITOR**

*Editorial communications should be addressed to the Editor,* Board of Trade Journal, *Room* 127, *Board of Trade.* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to Her Majesty's Stationery Office.*

# Parliamentary Answers

**Below is a selection of Parliamentary answers of interest to trade and industry**

TUESDAY, JUNE 6

### Imports of Boeing aircraft

A member asked what was the estimated overall cost in dollars of the import into the United Kingdom of 25 Boeing 727 aircraft, including spares, over a 10-year period at current prices; what duty would be payable in the event of their importation by British European Airways being sanctioned by him; and whether he would make a statement on the effect of such an importation on the future of the British aircraft industry and on the United Kingdom balance of payments.

Mr. Douglas Jay, President of the Board of Trade replied: 'About $240 million but the exact figure would depend on the contract terms. Duty, if paid, at the current rate, would amount to £12 million. Such a transaction would result in an average debit of about £8 million a year to the United Kingdom balance of payments over the 10 year period. The loss of such an important order would naturally be a severe setback to the British aircraft industry'.

### UN Commission for Trade and Development

Asked what action he had taken to expedite productive action through the United Nations Commission for Trade and Development, the President said: 'I would refer the Hon. Member to the answer I gave to a Question by the hon. Member for South Shields on May 31 (*Hansard*, volume 747, column 19). The United Kingdom has taken an active part in all these matters'.

### Trade with Russia and South Africa

Lord Walston, Parliamentary Secretary, Board of Trade, was asked for the latest available figures of United Kingdom exports to and imports from: (*a*) Russia; (*b*) the Republic of South Africa; indicating also the value of imports represented per capital in each case based on available population figures. He answered that in 1966 United Kingdom exports to the Soviet Union were £50 million (f.o.b.), representing £0.2 per head of their population. United Kingdom imports from the Soviet Union were £126 million (c.i.f.), representing £2.2 per head of our population and £0.5 per head of their population. For the Republic of South Africa, the figures were: exports, £242 million, or £13.2 per head of their population; imports £192 million, or £3.5 per head of our population and £10.7 of theirs.

### London Airport helicopter service

A member asked whether the Government approved of the proposed installation by BEA of a helicopter service between London Airport and a point on the Thames near Waterloo Bridge; or whether, in view of the grave noise threat to the Palace of Westminster inherent in such a service, they would not rather insist on the early completion of express railway services to the airport which would cover the distance in much the same time at far less operating cost.

Lord Walston replied: 'BEA have obtained a licence for this service from the Air Transport Licensing Board, but they have not yet applied for planning permission for the Central London heliport or for the Board of Trade's approval of the investment in aircraft and the heliport that would be needed before the service could be operated. The potential noise nuisance, including the effect on the Palace of Westminster, will be thoroughly considered if an application is made for planning permission. In considering BEA's investment proposals, my right honourable friend the President of the Board of Trade will, of course, also take into account existing and potential alternative means of transport between Central London and Heathrow'.

WEDNESDAY, JUNE 7

### Pilot training

Questioned on how was the cost of training for commercial airline pilots shared between the employers and the Government; what contract was signed by the *ab initio* pilot when he enters training; and what payment or allowances were made to the *ab initio* pilot during training. Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said that the Government would contribute up to 25 per cent in the case of suitable candidates who are sponsored by an airline willing to meet the remaining 75 per cent. The terms of any contract were for the pupil and the airline, but under these arrangements the sponsoring airline was not permitted to recover more than 25 per cent of the total cost from the pupil. Many pilots under training received maintenance grants from local education authorities.

### Investment grants

A member asked what was the total value of investment for which investment grants had been applied for to date for the first and second quarters, respectively, in 1966; and what percentage this was so far of the total investment during these quarters qualifying for a grant.

The President replied: 'By June 2, 1967, applications had been received for grant on expenditure of £169 million, and £110 million, incurred in the first and second quarters, respectively, of 1966. I estimate that this represents about 65 per cent and 35 per cent of the investment during the first and second quarters respectively which would qualify for grant.'

### Rhodesian tobacco imports

Asked to what extent imports of Rhodesian tobacco had now been replaced from the United States, and elsewhere; how such replacements compared in price; what would be the additional dollar cost to Britain; and what would be the effect on cigarette prices. Mr. Douglas Jay replied: 'These imports have been wholly displaced by tobacco from other countries. British manufacturers have not proposed any increase in cigarette prices because of this. Since the substantial Rhodesian tobacco crop is no longer freely available in world commerce, tobacco prices are likely to be higher than they would otherwise have been; but there is no valid way of assessing the extent of any increase or its effect on the cost of British tobacco imports.'

### Advance factories

The President was asked how many advance factories had been constructed in the North-East; and how many were unoccupied.

He replied that to date 25 advance factories had been completed in the North-East since 1964. Eighteen were already occupied. For the remaining seven, tenants had been arranged for three, and discussions were proceeding with a prospective tenant for another.

### Professional examinations

A member asked whether the President was aware that people who had passed the professional examination of the Royal Institute of Chartered Surveyors were denied entry into the Institute; and if he would refer this matter to the Monopolies Commission.

The President replied: 'I have already asked the Monopolies Commission to investigate restrictions on entry into a profession as part of their general inquiry into the supply of professional services.'

### Canextour

Asked to give a report on the results achieved by the Canextour, Mr. Douglas Jay replied: 'I would refer the honourable member to the report published in the *Board of Trade Journal* on April 21 as part of the special supplement on Canada which describes in full the result of this highly successful tour.'

### North-East Scotland

Making a statement on the applicability of the increased investment grants to North-East Scotland's development areas, indicating the number of each applied for and paid to the latest convenient date, and on the proposed regional employment premiums to manufacturing establishments there, Mr. George Darling, Minister of State, Board of Trade, said: 'The development area rate is available in the whole of Scotland except the Edinburgh, Leith and Portobello employment exchange areas. 2,452 applications had been received from firms in Scotland and 782 payments made by June 2, 1967. Separate figures are not available for North-East Scotland. As regards the last part of the question I would refer my honourable and learned Friend to what was said by my Right hon. Friends the First Secretary and the Chancellor of the Exchequer during the debate on the regional employment premium on June 5.'

### Factory tenants

Answering a question on whether a tenant is being sought for the factory of Messrs. Dorran's (Northern) Limited, at Consett, now standing empty, following the liquidation of the company; and if he would make a statement, the President said that the Board of Trade office in Newcastle maintained records of factory floor space and buildings known to be available for sale or rental, and brought the information to the notice of suitable firms requiring such facilities.

### Japanese handkerchiefs

Asked what was the value of imports of handkerchiefs from Japan in the first quarter of 1967; and what was the outlook in this respect for the rest of the year, Mr. J. P. W. Mallalieu said: 'Imports of handkerchiefs from Japan in the first quarter of 1967 totalled 228,000 dozen valued at £34,000. This was substantially less than in the first three months of 1966. The Japanese have told us that steps have been taken to establish orderly marketing and that exports of small sized printed handkerchiefs would be reduced this year'.

### Airline pilot needs

Listing the estimated number of airline pilots required for British European Airways, the British Overseas Airways Corporation, and British independent airline companies for each of the next five years, Mr. J. P. W. Mallalieu said: 'I am informed that the numbers of pilots which the airlines estimate they will need to recruit in the next five years are as follows:—

| | 1968 | 1969 | 1970 | 1971 | 1972 |
|---|---|---|---|---|---|
| BEA | 240 | 91 | 96 | 69 | 118 |
| BOAC | 198 | 115 | 150 | 63 | 92 |
| Independents | 150 | 105 | 125 | 115 | 115 |

### Airliner public address systems

Questioned on what steps were taken in the interests of safety to see that the public address loudspeakers in passenger aircraft were clearly audible in flight and capable of being used to pass emergency instructions, Mr. J. P. W. Mallalieu replied: 'The carriage of public address equipment is not mandatory on British public transport aircraft and consequently there are no minimum performance standards. The law compels operators to carry cabin staff and emergency instructions are passed to passengers by them. Drills are so arranged that they are not dependent upon a public address system'.

### New factories in Wales

The President was asked if he would cause a detailed study to be made of the firms which had established manufacturing works in mid-Wales during the last 10 years with a view to increasing the attraction of the area to manufacturers.

The President said that he did not regard a special study as necessary.

## THURSDAY, JUNE 8

### Welsh Employment

Mr. George Darling was asked what additional employment would be involved when the factories now in course of construction in the Wrexham and the Ceiriog rural district areas had been completed and were in full production.

He replied that about 3,000 would be in the next four years, based on firms' estimates.

### Spring Bank Holiday

A member asked whether, in view of the early Easter this year and the resulting waiting of nine weeks for the Spring Bank Holiday which with selective employment tax was more than many hotels could afford for keeping extra staff, he would consider fixing the Spring Bank Holiday six weeks after Easter instead of at the end of May.

Mr. J. P. W. Mallalieu replied: 'No, Sir: The Government shares the view of the previous administration that a fixed Spring Bank Holiday could make a worthwhile contribution to the extension of the holiday season'.

### BOAC's profits

Asked to give British Overseas Airways Corporation's profit or loss before interest on borrowing, taxation, and in earlier years, Government subsidy for each year from 1947-48 to 1960-61, if possible on the same basis as British Overseas Airways Corporation's group profit as shown in the Corporation's annual report and accounts for the year ended March 31, 1966, page 49, row 3, Mr. J. P. W. Mallalieu replied: 'It is not practicable for British Overseas Airways Corporation to provide information in the form requested. I am writing to the Hon. Member'.

### Stock quoted companies

Questioned on what information he had regarding the number of companies whose shares were quoted on a recognized stock exchange in the United Kingdom with 100 or more but less than 200 shareholders, 200 or more but less than 300 shareholders, 300 or more but less than 400 shareholders, and 400 or more shareholders respectively. Mr. George Darling replied that it would not be possible without an undue expenditure of time to extract this information from the annual returns of the companies in question.

## FRIDAY, JUNE 9

### Anglo-American invisible trade

A member asked if the President would provide a table showing the two-way flow of payments for licensing, royalties, patents and other forms of technology between the United Kingdom and the United States of America, showing the balance in each case of this invisible trade and how these results compared with those derived from international sources of information, for Europe, including the United Kingdom and the United States of America. The President gave the information available, which relates to the total of all payments of the kinds described, in the following table:

**Estimates of the technological balance of payments with the United States**

£ million

| | Receipts | Expenditure | Balance |
|---|---|---|---|
| United Kingdom (a) | | | |
| 1964 | 8 | 28 | —20 |
| 1965 | 10 | 33 | —23 |
| Eight European countries (b) | | | |
| 1963 or 1964 | 19 | 96 | —77 |

(a) Estimates based on the Board of Trade's inquiry into overseas transactions.

(b) The sum, converted to sterling, of unpublished estimates made by OECD from information supplied, on the basis adopted in national statistics, by France, the Republic of Ireland, Italy and Sweden for 1963, and by Austria, Western Germany, Greece and the United Kingdom for 1964.

### Complaints about price increases

Replying to a question on the number of complaints about price increases, the President said: 'My department has received some 5,150 complaints about price increases since July 20, 1966. Action has been taken to inquire into all these complaints, except where the price increase was already known to be justifiable from information available in the Department.'

Answering a further question the President said that 525 notifications of proposed price increases had been received and 350 of these had been found acceptable within the criteria of the relevant White Papers on prices and incomes policy.

### Oil slicks at sea

Answering a request for information on facilities available on the Lancashire coast to check suspected oil slicks at sea, Mr. J. P. W. Mallalieu said that the Board of Trade had standing arrangements under which captains of civil and military aircraft report floating oil patches seen near our shores. On receipt of these reports HM Coastguard immediately notified local authorities whose beaches might be threatened so that they could take whatever further measures they considered necessary to check the reports. This could often be done with the co-operation of fishing vessels and civilian aircraft.

### Copper and tobacco import prices

Lord Walston was asked what was the average recorded price per pound of (*a*) copper; (*b*) tobacco, in respectively 1964, 1965 and 1966.

He said: 'Average recorded prices per pound of copper and tobacco imported are not available. The average values per pound (c.i.f.) of imports from all sources were:

| | 1964 | 1965 | 1966 |
|---|---|---|---|
| | s. d. | s. d. | s. d. |
| Unwrought copper (excluding alloys) | 2 2½ | 2 7 | 3 9½ |
| Unmanufactured tobacco | 5 7 | 5 7 | 6 2½ |

Changes from year to year in these average values per pound are not a fair measure of price changes since, within these broad descriptions, the proportion of different qualities of goods imported changes from year to year.'

## MONDAY, JUNE 12

### Air Safety Department

A request for the staff strength of the Air Safety Department on January 1, 1965, 1966, and 1967, repectively, was answered by Mr. J. P. W. Mallalieu, who said 'Some 5,000 staff in the Board of Trade provide services designed to promote the safety and regularity of air travel. Of this number, at January 1, 1967, 169 were directly engaged in the licensing of aircrews, certification of the competence of operators, accidents prevention and work connected with airworthiness and aircraft performance. The corresponding figures for 1965 and 1966 were 171 and 169 respectively.'

### Imports of wood chipboard

A member asked if the President would take action to prevent dumping in this country of wood chipboard, in view of increasing imports and the official encouragement which had been given in the establishment of factories in the United Kingdom for its manufacture, especially in development areas. The President replied that demand had been expanding and British production had risen steadily in recent years. Imports had also been increasing, but he had no reason to believe that any significant proportion was dumped or subsidized.

### Annual returns under Companies Act

Replying to a question on the number of companies during the year 1966 which failed to complete an annual return within the time laid down in section 126 of the Companies Act 1948, Mr. George Darling said that 70,000 companies had been informed that they failed to forward annual returns in respect of the year 1966, and it was estimated that a further 90,000 companies would be so informed.

### Staff at Companies House

A member inquired how many staff were now employed at Companies House on January 1, 1966 and January 1, 1967, respectively; and what increase in staff was anticipated to meet the requirements of the Companies Bill currently before the House. Mr. George Darling answered that the number of staff employed was 552 on January 1, 1966, and 536 on January 1, 1967. It was estimated that the number might increase to 590 over the next two years.

### Regional employment premiums

The debate on the proposal for regional employment premiums in the Command Paper on 'Development Areas' is reported in *Hansard* Cols, 651 to 752.

Problems?

Us?

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MARTINS BANK LIMITED

# New Books

**Strike it Rich.** British National Export Council Committee for Exports to the United States. (23 pages. Available free from the BNEC, 6-14 Dean Farrar Street, London, S.W.1.). The subject of this pamphlet is the market for consumer goods in Texas and the conclusions reached were the result of a two week tour of the state made by Mr. H. G. Wannacott of the BNEC Committee for Exports to the United States. In the past Texas has bought few imported goods from Europe or even from the Eastern States of America and for this reason the author concludes that the state is a market wide open for cultivation. One significant point for British exporters is that Texans buy more from California than from New York and it is in Southern California that British exporters have done particularly well. The pamphlet gives guidance as to the goods to offer and the types of shops which could be prospective customers. A suggested approach to firms interested in the potentials of this market is via the Dallas Market Centre; it would need to be a combined effort of several firms in related trades if it is to have sufficient impact to compete with American firms in the same line. But with follow-up action over a period of years, the venture should produce considerable dividends.

**British Building Materials Trade Mission to Australia and New Zealand.** (52 pages. Building Materials Export Group, Suite 18, Chantrey House, Eccleston Street, London, S.W.1. 7s. 6d.). The mission covered by this report was the second organized by the Export Group and the detailed programme of meetings and contacts with which it opens shows that only by careful advanced planning can missions such as these succeed. A general background is given for each country followed by a more detailed economic background in which emphasis is laid on local import licensing and tariff regulations. The local construction industry is described and the immediate results of the mission are given. The picture in Australia despite the distances involved is generally satisfactory for British firms but the declining United Kingdom share of the New Zealand market is attributed partly to local licensing difficulties and partly to higher British prices and less satisfactory delivery dates. There are some statistical appendices and lists of useful addresses.

**The Sterling Problem and the Six,** by Susan Strange. (70 pages. Research Publications, 18 Victoria Park Square, Bethnal Green, London, E.2. 7s. 6d.). As the fourth title in their *European Series* the Royal Institute of International Affairs and Political and Economic Planning have published this study dealing with sterling as a problem associated with Britain's application for membership of the EEC. Miss Strange begins by describing the nature of the problem, which in essence is that because sterling, as a reserve currency, is subject to vicissitudes, the consequent pressures on Britain's balance of payments would make her an unstable member of the EEC. An examination of the role of sterling as an international currency and of monetary integration in the EEC lead on to a consideration of aspects of sterling that may be regarded as liabilities or assets by prospective monetary partners. The conclusion reached is that the Six have real grounds for their uneasiness and that the sterling problem is a handicap in any prospective negotiations for British entry. Five suggested solutions or remedies are discussed, and practical difficulties standing in the way of their adoption are identified. Miss Strange proposes a sixth solution, based on a British initiative, involving a piecemeal reduction of the reserve role of sterling, by making special arrangements for certain major official holders of sterling designed to lessen their dependence on the sterling system and to make Britain better able to look after the interests of the rest.

**Control of Cartels and Monopolies.** An International Comparison, by Corwin D. Edwards. A *Study in Comparative Law* published under the auspices of the Institute of Comparative Law, New York University School of Law. (380 pages. Oceana Publications Inc., Dobbs Ferry, New York). In the first part of this book the author analyzes and evaluates the concepts and procedures that are common to a considerable number of the countries outside North America in which laws designed to curb cartels and monopolies exist; in the second part he examines the relevant concepts and procedures of two international agencies (the ECSC and the EEC) which have attempted to control cartels and monopolies. There are two appendices consisting of a chapter on the post-war evolution of the national laws, and a very brief summary of the national laws themselves. The book is based upon the author's studies of the laws of 17 countries and of the two international agencies, and of major developments subsequent to the publication of his two earlier reports – *Cartelization in Western Europe* (106 pages; published in 1964 and available to libraries, scholars and universities only from the publishers – the State Department, Washington), and *Trade Regulations Overseas: The National Laws* (which was reviewed in the *Board of Trade Journal* of May 13, 1966, page 1053). The discussion of the national laws in the present book is based primarily upon the 13 essays published in *Trade Regulations Overseas,* but it also takes into account the laws of Finland, Israel, Spain and Switzerland.

**Soviet Economic Controversies,** by Jere L. Felker. (172 pages. M.I.T. Press. 48s.). This study is an inquiry into the reasons behind the recent shift in emphasis towards the consumer in Soviet industrial planning, and into the causes of the emergence of the 'marketing concept' as one of several basic guides in formulating new Soviet economic and welfare policies in the period 1960 to 1965. The first two chapters trace the development of socialist value and trade theories and the course of the contemporary economic controversies concerned with rationalization of the economy and the raising of the standard of living of the population. Presentation of this argument continues in the chapter dealing with profits and the changes in the system of industrial management introduced in 1964-1965. Following chapters concentrate on pricing and the value-price dilemma. The final chapter which describes the structure, planning and shortcomings of retail trade in the Soviet Union, and recent trends and improvements in marketing techniques, will probably be of most general interest. The information it contains for the period up to 1965 may be used to supplement the examination of trade and distribution in the Soviet Union provided in *Soviet Marketing: Distribution in a Controlled Economy,* by Marshall I. Goldman (Collier-Macmillan, 1963). Mr. Felker's study is concerned more with Soviet self-criticism than with non-Soviet critical analyses, and the source material he uses is largely of Soviet origin. The book is provided with a bibliography, and both name and subject indexes.

**50 Facts About Britain's Economy.** Revised April 1967. Reference Division, Central Office of Information. (20 pages. 9d., by post 1s., from HMSO and Government bookshops). This booklet is designed primarily as a reference tool for the British Information Services overseas. It contains 50 points about the British people, employment, structure of the economy, living standards and incomes, social services, food production, fuel and power, industry and transport, exports and imports, receipts, payments and reserves, overseas investment and aid.

**Cosmetics 1966.** *Woman and the National Market.* An Odhams Research Project. (194 pages. Odhams Press Ltd., 96 Long Acre, London, W.C.2. £5 5s.). This is the eighth report of its kind to be conducted by *Woman.* The scope of the survey is the same as in previous surveys, so that the report covers preparations for the hair, permanent waves – home and professional, visits to professional hairdressers, preparations for the hands, make-up for the face, skin care and other preparations. The previous surveys were conducted in 1955, 1957, 1960, 1962 and annually from 1964.

**The Scandinavian Market '67.** A Statistical Survey of the Four Scandinavian Countries. Edited by Ervaco, Stockholm. (72 pages. Nordfinanz-Bank, Bahnhofstrasse 44, Zürich, Switzerland). A booklet presenting fundamental data on the Scandinavian countries, which is a useful introductory survey of the Scandinavian market. The previous edition was noticed in the *Board of Trade Journal* of June 24, 1966, page 1411.

**Fundamentals of Economics,** by R. J. Barnes. 2nd edition. (209 pages. Butterworths. 17s. 6d., by post 18s. 9d.). This book is intended to meet the needs of students reading for the intermediate examinations of the various professional commercial bodies, and it may also be of interest to the general reader. The subject matter and exposition are quite orthodox, but the author does aim in particular to help business students develop their analytical powers in the solution of business problems, rather than present a number of propositions to be learned for an examination. In this second edition the material has been brought up to date where necessary, and an attempt has been made to assess the outlook for a national incomes policy, but otherwise the general plan of the book remains the same.

**Other publications**

ANGLO-SWEDISH YEAR BOOK 1967. 168 pages. The Swedish Chamber of Commerce for the United Kingdom, 14 Trinity Square, London, E.C.3. 12s. 6d., by post 13s. 1d.

EUROPA YEAR BOOK 1967. 2 volumes. Europa Publications Ltd. £13.

TRUSTEE SAVINGS BANKS YEAR BOOK 1967. Official Handbook of the Trustee Savings Bank Association. 210 pages. The Association, 22 Manchester Square, London, W.1. 8s. 6d., by post 9s. 6d.

WOOL STATISTICS 1966-67. Commonwealth Secretariat, International Wool Textile Organization and International Wool Study Group. 38 pages. 2s. 6d.

WORLD OF LEARNING 1966-67. Europa Publications Ltd. £7 10s.

**Anglo-Japanese Trade Directory.** The Anglo-Japanese Economic Institute has a new edition of its *Anglo-Japanese Trade Directory* under preparation, for publication at an early date. British and Japanese firms whose names appeared in previous issues of the directory will receive notification direct and a request to bring their entries up to date if necessary. Other firms wishing to be included should write immediately to the Anglo-Japanese Economic Institute, 342 Grand Buildings, Trafalgar Square, London, W.C.2, giving name, address, telephone number, telex, cable address, nature of present or potential business with Japan, any agency held for Japanese products in the United Kingdom, names of their Japanese agents or representatives, any special connections with Japan. There is no charge for entries but firms are asked to write promptly if they wish to be included.

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# Government surplus sales by auction

## MINISTRY OF DEFENCE

| 1967 | Stores | Location | Auctioneers |
|---|---|---|---|
| June 22 & 23 | **Technical and industrial stores, electronic equipment, miscellaneous stores.** | **Western Command Ordnance Depot, Hereford.** | **Russel, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. Hereford 4366.)** |

Fork lift trucks; industrial tractors; generators; charging sets; lathes and other machine tools; Johnson 22 hp outboard motors; fire and water pumps; lifting trucks and jacks; used tyres; air compressors; wireless, signal and motor vehicle spares; telephone sets and spares; aircraft spares; periscopes; gun sight telescopes; watches; compasses; binoculars; theodolites; tarpaulin sheets; BD blouses and trousers; white and coloured blankets; boots and other clothing; stacking chairs and other items of furniture; scrap canvas and webbing; mixed rags and a large assortment of other miscellaneous stores.

| | | | |
|---|---|---|---|
| June 27 | **Machine tools, technical stores, miscellaneous equipment.** | **Central Ordnance Depot, Bicester, Oxon.** | **Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. Bicester 2073.)** |

Lathes; grinders; band saws; surfacers; circular saws etc.; electrical and radio spares; welding electrodes; clocks and wrist watches; vehicle spares; Dennis fire pumps, 350-500 gpm.; Fordson self-propelled fire pumps; 4-wheeled industrial trailers; industrial tractors; 4½ and 5-ton trolley jacks; miscellaneous diesel engine spares; degreasing plants and spares; grit spreaders; galvanized corrugated iron sheets, various sizes; towing jaws complete with chains and fixing hooks; wooden 30 ft. and 35 ft. extending ladders; jerrycans; clothing, including khaki drill; greatcoats; duffle coats; woollen jerseys; woollen and rayon stockings; white and khaki shirts; mackintoshes; gloves; pillows; carpets; rubber boots; ankle boots; mixed rags; hessian; canvas sheets, 9 ft. x 7 ft.; furniture including, sideboards; wardrobes; writing tables; bedside tables; Windsor chairs; dining chairs; fold flat tables 6 ft.; kitchenware; and a large assortment of other miscellaneous stores.

| | | | |
|---|---|---|---|
| July 6 & 7 | **Electronic equipment and spares, miscellaneous stores.** | **Ordnance Depots in Southern Counties** | **Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. Fareham 4211.)** |

**Sale to be held at Ritz Cinema, Middle Brook Street, Winchester.**

Electric fork lift trucks; welding sets; charging sets; diesel driven concrete mixers; Ross and Ottway telescopes; theodolites; binoculars; gun sighting telescopes; trolley, hydraulic, screw and side jacks; 2 Cullum mobile mufflers; pocket and stop watches; radio receivers and spares; insulated co-axial cable; 14-tons of timber; miscellaneous vehicle spares; tools and tool kits; lead acid batteries; clothing; kitchenware; old canvas and mixed rags; scrap rubber (tyres and tubes); furniture and a large assortment of other miscellaneous equipment.

**Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).**

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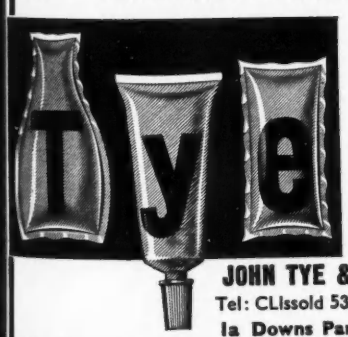


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# Statistics

## The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

| | GROSS DOMESTIC PRODUCT (expenditure estimates) | INDEX OF INDUSTRIAL PRODUCTION | CONSUMERS' INCOME AND EXPENDITURE | | | | FIXED CAPITAL EXPENDITURE | | | | | CHANGES IN STOCKS | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | Total | Selected components | | | | Total | Selected components | | |
| | | | | | | | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesalers | Retailers |
| | at 1958 prices | | at current prices | | at 1958 prices | at 1961 prices | at 1958 prices | | | | | at 1958 prices | | | |
| Base of index | 1958 | 1958 | 1958 | 1958 | 1958 | 1961 | 1958 | 1958 | 1958 | 1958 | 1958 | series shown in £ million | | | |
| Value in base year, £m. | 20,091 | — | 16,073 | 15,365 | 15,365 | 9,140 | 3,485 | 922 | 688 | 587 | 1,212 | | | | |
| 1961 | 113 | 114 | 122 | 116 | 111 | 100 | 130 | 130 | 138 | 139 | 122 | +326 | +224 | +36 | +29 |
| 1962 | 114 | 115 | 127 | 123 | 114 | 100 | 129 | 119 | 134 | 143 | 125 | + 77 | + 22 | +22 | +14 |
| 1963 | 118 | 119 | 135 | 130 | 119 | 103 | 131 | 104 | 144 | 146 | 131 | +216 | +113 | +29 | +55 |
| 1964 | 125 | 128 | 145 | 139 | 123 | 106 | 154 | 118 | 170 | 185 | 150 | +579 | +354 | +72 | +47 |
| 1965 | 128 | 132 | 155 | 148 | 126 | 108 | 159 | 130 | 166 | 190 | 156 | +340 | +217 | +19 | +43 |
| 1966 | 130 | 133 | 162 | 156 | 128 | 109 | 161 | 131 | 162 | 184 | 167 | +199 | +112 | + 3 | + 6 |
| 1965 | | | | | | | | | | | | | | | |
| 3rd quarter | 128 | 132 | 155 | 150 | 126 | 108 | 157 | 131 | 158 | 190 | 153 | +108 | + 61 | +21 | +17 |
| 4th quarter | 129 | 133 | 158 | 151 | 126 | 109 | 161 | 131 | 168 | 189 | 158 | + 80 | + 35 | +13 | +14 |
| 1966 | | | | | | | | | | | | | | | |
| 1st quarter | 131 | 134 | 166 | 155 | 130 | 110 | 160 | 135 | 165 | 181 | 159 | + 73 | + 53 | N/C | +19 |
| 2nd quarter | 129 | 133 | 161 | 157 | 129 | 110 | 160 | 127 | 166 | 184 | 166 | + 58 | — 11 | —15 | +26 |
| 3rd quarter | 130 | 134 | 159 | 156 | 126 | 109 | 163 | 132 | 163 | 183 | 174 | + 91 | + 84 | +20 | —13 |
| 4th quarter | 130 | 131 | 161 | 157 | 126 | 109 | 160 | 130 | 154 | 188 | 168 | — 18 | — 13 | — 1 | —24 |
| 1967 | | | | | | | | | | | | | | | |
| 1st quarter | | 132* | | | | 109 | | 128* | 159* | | | | + 9* | + 4* | +14 |
| 1966 | | | | | | | | | | | | | | | |
| October | | 132 | | | | 108 | | | | | | | | | |
| November | | 130 | | | | 109 | | | | | | | | | |
| December | | 132 | | | | 109 | | | | | | | | | |
| 1967 | | | | | | | | | | | | | | | |
| January | | 132* | | | | 109 | | | | | | | | | |
| February | | 131* | | | | 109 | | | | | | | | | |
| March | | 132* | | | | 110 | | | | | | | | | |
| April | | | | | | 109 | | | | | | | | | |

| | ORDERS | | PRICES AND COSTS | | | | | LABOUR | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering industries: orders on hand | Textiles and clothing industries: orders on hand† | Index of retail prices | | Wholesale price index: non-food manufacturing industry: | | Hourly wage rates: all industries and workers† | Wholly unemployed excluding school leavers | Unfilled vacancies for adults | Civil employment | IMPORTS | EXPORTS | BALANCE OF PAYMENTS: current balance |
| | | | Index† | % change on year earlier | Basic materials and fuel used† | Manufactured products: home sales† | | Mid-month or monthly average | | Quarter or quarterly average | at current prices | | |
| | at 1958 prices | | | | | | | | | | | | |
| Base of index | Dec. 1958 | Apr. 1959 | Jan. 17, 1956 (Derived series from January 1963) | | 1954 | 1954 | Jan. 31, 1956 | Series shown in thousands | | | 1958 | 1958 | series shown in £ million |
| Value in base year, £m. | .. | .. | — | | — | — | — | | | | 3,834 | 3,250 | |
| 1961 | 122 | 104 | 114·5 | +3·4 | 104·4 | 119·1 | 130·3 | 305 | 213 | 24,072 | 119 | 117 | — 5 |
| 1962 | 117 | 100 | 119·3 | +4·2 | 103·0 | 120·6 | 136·3 | 422 | 149 | 24,208 | 121 | 120 | +101 |
| 1963 | 136 | 117 | 121·7 | +2·0 | 104·5 | 121·4 | 141·3 | 500 | 144 | 24,267 | 130 | 130 | +107 |
| 1964 | 162 | 124 | 125·7 | +3·3 | 108·6 | 124·7 | 148·5 | 361 | 221 | 24,606 | 148 | 136 | —393 |
| 1965 | 165 | 121 | 131·8 | +4·9 | 110·6 | 129·5 | 157·9 | 309 | 265 | 24,837 | 150 | 145 | —109 |
| 1966 | 153 | 104* | 136·9 | +3·9 | 114·5 | 133·0 | 168·4 | 325 | 255 | | 158 | 155 | — 61 |
| 1965 | | | | | | | | | | | | | |
| 3rd quarter | 165 | 117 | 132·6 | +4·8 | 110·5 | 129·9 | 159·9 | 321 | 265 | 24,837 | 153 | 147 | —37 |
| 4th quarter | 165 | 121 | 133·5 | +4·6 | 111·5 | 130·5 | 161·9 | 305 | 269 | 24,967 | 153 | 151 | + 7 |
| 1966 | | | | | | | | | | | | | |
| 1st quarter | 164 | 122 | 134·4 | +4·3 | 113·7 | 131·4 | 165·9 | 279 | 279 | 24,919 | 159 | 153 | — 42 |
| 2nd quarter | 161 | 127 | 137·0 | +3·8 | 116·8 | 133·1 | 168·1 | 282 | 282 | 24,930 | 155 | 146 | —104 |
| 3rd quarter | 159 | 109 | 137·5 | +3·7 | 114·6 | 133·8 | 169·8 | 322 | 253 | 24,953 | 161 | 157 | — 50 |
| 4th quarter | 153 | 104* | 138·6 | +3·8 | 113·0 | 133·5 | 169·8 | 417 | 206 | | 147 | 164 | +135 |
| 1967 | | | | | | | | | | | | | |
| 1st quarter | 150* | 104* | 139·3 | +3·6 | 112·0* | 133·6 | 171·4 | 458 | 188 | | 164 | 166 | |
| 1966 | | | | | | | | | | | | | |
| October | 158 | 105* | 137·9 | +3·8 | 113·3 | 133·5 | 169·8 | 377 | 217 | | 150 | 163 | |
| November | 155 | 107* | 138·8 | +4·0 | 113·3 | 133·5 | 169·8 | 424 | 201 | | 137 | 169 | |
| December | 153 | 104* | 139·0 | +3·7 | 112·4 | 133·5 | 169·8 | 449 | 200 | | 157 | 158 | |
| 1967 | | | | | | | | | | | | | |
| January | 153* | 106* | 139·2 | +3·6 | 112·5 | 133·6 | 170·9 | 454 | 191 | | 172 | 174 | |
| February | 151* | 106* | 139·4 | +3·7 | 112·3 | 133·6 | 171·3 | 454 | 188 | | 163 | 167 | |
| March | 150* | 104* | 139·4 | +3·5 | 111·2 | 133·6 | 171·9 | 467 | 184 | | 157 | 156 | |
| April | | | 140·4 | +3·0 | 110·0* | 133·6* | 172·1 | 495 | 174 | | 174 | 163 | |
| May | | | | | 110·1* | 133·6* | | 505 | 168 | | 167* | 162* | |

*Provisional. †Not seasonally adjusted.

# United Kingdom trade in May


### *Summary*

EXPORTS IN THE first five months of 1967 have on average been 6 per cent higher in value than the rate for last year as a whole; though in the last few months they have been rather below the high rates recorded late last year and early this year. Imports in May were lower than the erratically high figure in April, but the rate seems to have moved to a somewhat higher level in recent months.


### *Visible Trade Balance*

There was a visible trade deficit in May of £25 million (excluding United States military aircraft), seasonally adjusted. Over the first five months of this year there was a deficit averaging £17 million a month.

### *Exports*

Exports in May were £438 million, seasonally adjusted. For the year so far, exports have averaged 7 per cent more than in the corresponding period a year earlier, and 6 per cent more than the average for the whole of last year.

Exports to the United States have fallen back in recent months, reflecting the current slackening of demand in that market. The rapid growth in shipments to the sterling area now appears to have levelled off; and deliveries to the developing sterling area countries may be running below the high levels achieved at the beginning of this year. There are signs of some growth in exports to the Common Market countries, and deliveries to the EFTA countries have continued to increase.

Most main categories of exports, both of manufactured and non-manufactured goods, have been affected by the pause in recent months.

### *Imports*

Imports in May, excluding United States military aircraft, were £527 million, seasonally adjusted; including these aircraft they were £533 million.

The monthly import figures since the autumn of last year have been particularly variable and the trend difficult to judge. Over the three months March to May, when the figures might still include some arrears of imports following the lifting of the import surcharge, imports averaged £525 million (excluding United States military aircraft). This was about 6 per cent higher than the average for the preceding five months, October to February. This latter period probably includes the main disturbances before and after the lifting of the surcharge. But the process of making good arrears of chargeable goods may still be continuing. In addition, imports of food, drink and tobacco were at a relatively low rate during this period. Compared with the first nine months of last year, the average rate of imports in March to May was 4 per cent higher in value.

The rise in the rate of imports in March to May, compared with October to February, was partly in food, drink and tobacco which were 7 per cent higher in value. There was also an increase of 2 per cent in the value of fuel imports. Larger increases occurred in the categories of goods affected by the import charge. There was an increase of 8 per cent in imports of chemicals, of 9 per cent in other semi-manufactures and of 10 per cent in finished manufactured goods. The present figures for these categories, besides reflecting possible arrears of shipments, may also include goods for re-building stocks. In addition, some increase in the rate of consumption of these imports must be expected. The rate of imports of basic materials showed little change between the last three months and the previous five; last autumn these imports were falling, but more recently they have levelled out.

**Table 1A. Seasonally adjusted values**

Seasonally adjusted values — £ million per month

| | Exports f.o.b. | Imports c.i.f. | | Re-exports f.o.b. | Visible trade balance† |
|---|---|---|---|---|---|
| | | Total | Excluding US military aircraft etc. | | |
| 1964 | 368 | | 475 | 13 | —45 |
| 1965 | 394 | | 479 | 14 | —22 |
| 1966 | 420 | | 496 | 16 | — 9 |
| 1965 1st quarter | 384 | | 457 | 13 | —12 |
| 2nd quarter | 381 | | 484 | 13 | —41 |
| 3rd quarter | 399 | | 487 | 15 | —25 |
| 4th quarter | 412 | | 489 | 16 | —11 |
| 1966 1st quarter | 416 | | 507 | 16 | —24 |
| 2nd quarter | 395 | | 495 | 16 | —34 |
| 3rd quarter | 426 | | 513 | 16 | —20 |
| 4th quarter | 444 | 470 | 470 | 17 | +41 |
| 1967 1st quarter | 450 | 524 | 523 | 15 | — 6 |
| 1966 December | 427 | 503 | 502 | 16 | — 7 |
| 1967 January | 471 | 550 | 550 | 18 | — 6 |
| February | 453 | 522 | 522 | 15 | — 1 |
| March | 424 | 501 | 499 | 14 | —12 |
| April | 441‡ | 556‡ | 549‡ | 15 | —41 |
| May* | 438 | 533 | 527 | 15 | —25 |
| Dec. 1966-Feb. 1967 | 451 | 525 | 524 | 16 | — 4* |
| 1967 March-May* | 434 | 530 | 525 | 15 | —26* |

† Excluding transactions relating to US military aircraft financed by Exim Bank credit (see Notes).
* Provisional estimates.
‡ Revised estimates.

### NOTES:

### *Visible Trade Balance*

(*a*) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. The are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts. The total current account in the balance of payments comprises two main components, the visible trade account and the invisibles account. The latter is usually in significant surplus; over the five years 1962-1966 it averaged £150 million a year.

(*b*) *Purchases of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments account is to be shown in the quarterly balance of payments statistics published in *Economic Trends*.

**Table 1B. Recorded values**

Recorded values — £ million per month

| | Exports f.o.b. | Imports c.i.f. | Re-exports f.o.b. |
|---|---|---|---|
| 1965 1st quarter | 374·0 | 464·9 | 13·6 |
| 2nd quarter | 401·7 | 487·0 | 14·0 |
| 3rd quarter | 380·6 | 476·1 | 14·0 |
| 4th quarter | 419·7 | 489·0 | 15·9 |
| 1966 1st quarter | 422·2 | 514·9 | 16·9 |
| 2nd quarter | 399·4 | 498·0 | 16·3 |
| 3rd quarter | 400·9 | 499·7 | 14·1 |
| 4th quarter | 458·2 | 472·0 | 17·3 |
| 1967 1st quarter | 444·8 | 536·5 | 15·4 |
| April | 438·4‡ | 532·8‡ | 15·5 |
| May* | 459·6 | 544·5 | 16·2 |

* Provisional estimates.
‡ Revised estimates.

# National food survey: household food consumption

THE ACCOMPANYING tables present a preliminary summary of the results of the National Food Survey for the fourth quarter of 1966. Some additional results by type of household are published in the *Monthly Digest of Statistics*, while particulars of the sampling scheme and the technique of the survey may be found in the detailed annual reports of the National Food Survey Committee.(1) The survey does not include meals bought outside the home, purchases of sweets, soft drinks, or any casual food purchases which do not enter the household supply. Since no fieldwork was carried out during the Christmas period, the averages for the fourth quarter and for the year exclude many special Christmas purchases.

Average household food expenditure in the fourth quarter of 1966 was estimated to be 35s. 9d. per person per week, 1d. (0.2 per cent) less than in the previous quarter, but 10d. (2.4 per cent) more than in the fourth quarter of 1965. The latter increase was due mainly to higher prices of bacon, potatoes, fresh green vegetables, fruit and bread, partly offset by lower average prices for beef, butter and eggs.

Consumption of liquid milk continued to average slightly less than 5 pints per person per week. Average consumption of butter, margarine and cooking fats was somewhat higher than in the preceding quarter, but very slightly lower than in the fourth quarter of 1965. Weekly purchases of cheese were a fifth of an ounce per head below the previous year's level.

Supplies of beef were more plentiful and average prices in the fourth quarter of 1966 fell by 7 per cent to the same level as in 1965. Average consumption at 9.3 oz. per person per week was, however, 11 per cent more than in the fourth quarter of 1965. Consumption of mutton and lamb at 6.3 oz. per person per week showed a very similar increase (9 per cent) over the corresponding quarter of the previous year, and average prices were also the same as in that quarter, following a 4 per cent decline. Supplies of pigmeat, on the other hand, were not as plentiful as in 1965. Consumption of pork at 2.6 oz. and uncooked bacon and ham at 5.0 oz. were respectively 12 and 6 per cent lower than a year previously, while both average prices were 9 per cent higher at about 4s. 10d. per lb. Consumption of poultry in the first nine months of 1966 had been well above that in the corresponding period of the previous year, but in the final quarter of 1966 (excluding the Christmas trade) it fell by half an ounce to 3.3 oz. per person per week compared with nearly 3.6 oz. in the fourth quarter of 1965.

Consumption of potatoes and of other fresh vegetables was rather lower than a year previously, but purchases of quick frozen vegetables were 28 per cent higher. Consumption of most kinds of fresh fruit and of canned fruit was somewhat lower than a year previously.

The downward trend in consumption of bread continued, purchases being 4 per cent lower than a year earlier. Despite the steady progress of instant coffees, the position of tea showed a slight improvement between the years 1965 and 1966 compared with the decline in consumption between 1964 and 1965.

Table 2 shows the extent to which estimated calorie, protein and calcium intake in the average household and in families of different composition met the allowances (recognized as particularly generous for the latter two nutrients) recommended by the British Medical Association. The percentages in the table may be regarded as indices of consumption. Those for protein and calcium for the average household and for families with three children showed little change between the years 1965 and 1966. In large families with four or more children and in the residual group of households with children both indices for 1966 were higher than in 1965 because of their increased consumption of meat and milk, and despite a fall in bread consumption. Families comprising one man, one woman and adolescents only, showed small decreases in the protein and calcium indices because a reduction in bread consumption more than offset slight increases in milk and meat consumption. Where the families contained children as well as adolescents the calcium index remained the same, though that for protein rose, reflecting an increased consumption of meat.

(1) Domestic Food Consumption and Expenditure: 1964 HMSO 1966.

**Table 1. Estimates of average household food consumption**

oz. per person per week (a)

| | Year 1965 | Year 1966 | Oct.-Dec. 1965 | July-Sept. 1966 | Oct.-Dec. 1966 |
|---|---|---|---|---|---|
| Total Domestic Food Expenditure | 34s. 5d. | 35s. 10d. | 34s. 11d. | 35s. 10d. | 35s. 9d. |
| Liquid milk (pints) | 4·85 | 4·95 | 4·87 | 4·85 | 4·98 |
| Other milk (eq. pints) | 0·31 | 0·33 | 0·34 | 0·36 | 0·36 |
| Cheese | 3·20 | 3·12 | 3·33 | 3·19 | 3·13 |
| Butter | 6·10 | 6·08 | 6·34 | 6·12 | 6·27 |
| Margarine | 3·04 | 2·86 | 3·04 | 2·76 | 2·99 |
| Lard and compound cooking fat | 2·12 | 2·11 | 2·22 | 2·04 | 2·20 |
| Eggs: purchases (number) | 4·47 | 4·46 | 4·39 | 4·37 | 4·45 |
| consumption (number) | 4·78 | 4·77 | 4·67 | 4·78 | 4·72 |
| Preserves | 2·99 | 2·95 | 3·01 | 2·88 | 3·01 |
| Sugar | 17·56 | 17·08 | 18·18 | 17·25 | 17·53 |
| Beef and veal | 8·08 | 8·24 | 8·36 | 7·40 | 9·28 |
| Mutton and lamb | 5·90 | 6·15 | 5·81 | 6·37 | 6·31 |
| Pork | 2·80 | 2·70 | 3·01 | 2·57 | 2·65 |
| Bacon and ham, uncooked | 5·43 | 5·31 | 5·24 | 5·25 | 4·95 |
| Bacon and ham, cooked (including canned) | 0·89 | 0·93 | 0·88 | 1·03 | 0·83 |
| Poultry and cooked chicken | 3·51 | 3·92 | 3·58 | 3·92 | 3·34 |
| Other cooked meat (not canned) | 0·68 | 0·68 | 0·64 | 0·76 | 0·63 |
| Other canned meat | 2·24 | 2·02 | 2·27 | 2·20 | 1·96 |
| Offals | 1·40 | 1·42 | 1·56 | 1·28 | 1·53 |
| Sausages, uncooked | 3·72 | 3·61 | 3·78 | 3·55 | 3·49 |
| Other meat products: meat pies (b) | 2·35 | 0·76 | 2·43 | 0·77 | 0·76 |
| Other | | 1·69 | | 1·53 | 1·78 |
| Fish, fresh and processed | 4·32 | 4·13 | 4·34 | 4·02 | 4·17 |
| Canned fish | 0·80 | 0·84 | 0·72 | 0·87 | 0·74 |
| Fish and fish products, quick frozen | 0·65 | 0·74 | 0·67 | 0·71 | 0·73 |
| Fresh green vegetables | 14·31 | 13·45 | 13·79 | 19·00 | 12·66 |
| Other fresh vegetables | 10·39 | 9·97 | 12·73 | 9·46 | 12·24 |
| Quick frozen vegetables | 0·97 | 1·31 | 0·92 | 0·99 | 1·27 |
| Canned peas | 2·95 | 2·88 | 2·84 | 2·49 | 2·86 |
| Canned beans | 3·22 | 3·18 | 3·20 | 3·08 | 3·15 |
| Potatoes: purchases | 48·38 | 46·58 | 51·66 | 39·33 | 49·85 |
| consumption | 53·24 | 52·43 | 57·52 | 48·26 | 55·76 |
| Citrus fruit | 4·32 | 4·63 | 3·61 | 3·33 | 3·61 |
| Bananas | 3·56 | 3·54 | 3·51 | 4·01 | 3·43 |
| Apples | 7·36 | 7·26 | 9·29 | 7·14 | 8·38 |
| Fresh tomatoes | 3·92 | 3·93 | 3·59 | 6·36 | 3·22 |
| All other fresh fruit | 3·54 | 3·55 | 3·01 | 6·60 | 1·95 |
| Canned fruit | 5·58 | 5·52 | 5·22 | 5·70 | 5·04 |
| Dried fruit, nuts and fruit and nut products | 1·18 | 1·22 | 2·04 | 0·93 | 2·08 |
| Flour | 6·09 | 6·09 | 6·88 | 6·00 | 6·23 |
| White bread | 34·32 | 32·43 | 33·02 | 32·91 | 32·11 |
| Brown, wholewheat and wholemeal bread | 3·53 | 3·47 | 3·78 | 3·56 | 3·27 |
| Other bread | 2·75 | 2·71 | 2·68 | 2·90 | 2·62 |
| Buns, scones and teacakes | 1·88 | 1·64 | 1·95 | 1·35 | 1·64 |
| Cakes and pastries | 4·82 | 4·84 | 4·71 | 4·69 | 4·73 |
| Chocolate biscuits | 1·07 | 0·95 | 1·15 | 0·88 | 1·00 |
| Other biscuits | 4·76 | 4·73 | 4·82 | 4·79 | 4·99 |
| Breakfast cereals | 1·97 | 2·24 | 1·89 | 2·48 | 2·28 |
| Oatmeal and oat products | 0·99 | 0·78 | 1·30 | 0·57 | 1·03 |
| Canned milk puddings (c) | 1·54 | 1·43 | 1·60 | 1·41 | 1·26 |
| Tea | 2·61 | 2·62 | 2·59 | 2·60 | 2·67 |
| Instant coffee | 0·26 | 0·29 | 0·31 | 0·27 | 0·32 |
| Canned soups | 3·00 | 3·09 | 3·48 | 2·32 | 3·43 |
| Pickles and sauces | 1·15 | 1·22 | 1·26 | 1·12 | 1·40 |

(a) Except where otherwise stated.
(b) Not available as separate items before 1966.
(c) Figures prior to 1966 relate to all puddings.
Source: Ministry of Agriculture, Fisheries and Food.

**Table 2. Average intake of calories, protein and calcium in 1965 and 1966 in different types of family (as a percentage of recommended allowances)**

| | Calories | | Protein | | Calcium | |
|---|---|---|---|---|---|---|
| | 1965 | 1966 | 1965 | 1966 | 1965 | 1966 |
| All households | 108 | 105 | 105 | 105 | 109 | 109 |
| Households with one man and one woman and: | | | | | | |
| One child | 113 | 110 | 112 | 112 | 114 | 115 |
| Two children | 111 | 105 | 105 | 103 | 106 | 104 |
| Three children | 105 | 103 | 97 | 96 | 97 | 98 |
| Four or more children | 100 | 100 | 89 | 91 | 86 | 89 |
| Adolescents | 105 | 102 | 100 | 99 | 109 | 107 |
| Children and adolescents | 98 | 97 | 87 | 88 | 93 | 93 |
| Other households with: Children | 99 | 99 | 94 | 96 | 96 | 98 |

# Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in April showed a decrease of 8 per cent on a year earlier, compared with decreases of 13 per cent and 3 per cent in March and February respectively.

The value of stocks at the end of April was 7 per cent higher than a year earlier.

**Notes:**

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. City 4444).

**Table 1. Total sales and stocks**

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

| | Value of sales (Total Home Trade) | | Value of stock (at end period) (b) | |
|---|---|---|---|---|
| | | % | | % |
| 1965 Year | 113 | + 1 | .. | .. |
| 1966 Year | 110 | — 3 | .. | .. |
| 1966 2nd quarter | 100 | — 3 | 137 | Nil |
| 3rd quarter | 111 | — 2 | 161 | + 8 |
| 4th quarter | 128 | — 7 | 140 | +18 |
| 1967 1st quarter | 92 | — 8 | 158 | + 8 |
| 1966 April | 104 | — 7 | 140 | — 2 |
| May | 103 | — 2 | 143 | — 1 |
| June | 93 | + 1 | 137 | Nil |
| July | 79 | Nil | 147 | + 3 |
| August | 104 | + 3 | 159 | + 3 |
| September | 149 | — 6 | 161 | + 8 |
| October | 144 | — 3 | 150 | +11 |
| November | 133 | — 6 | 149 | +14 |
| December | 107 | —14 | 140 | +18 |
| 1967 January | 67 | — 6 | 143 | +15 |
| February | 89 | — 3 | 154 | + 9 |
| March | 120 | —13 | 158 | + 8 |
| April | 95 | — 8 | 150 | + 7 |

**Table 2. Analysis by department**

Percentage changes compared with a year earlier.

| | Sales | | Stocks (b) |
|---|---|---|---|
| | April 1967 | January 1 to April 30 | April 1967 |
| | % | % | % |
| Women's knitted outerwear, blouses and skirts | —27 | —15 | + 7 |
| Women's coats, costumes, furs and raincoats | —18 | —13 | — 8 |
| Women's underwear | —14 | —12 | + 2 |
| Women's hose and children's socks | +14 | + 4 | +43 |
| Women's millinery | +10 | —10 | —19 |
| Haberdashery, ribbons and wool | Nil | — 9 | — 3 |
| Children's wear | —15 | —10 | +25 |
| Men's and boys' shirts, pyjamas and outfitting | —10 | — 8 | + 5 |
| Gloves | —24 | —21 | —13 |
| Piece-goods and nets | Nil | — 9 | + 2 |
| Household textiles | — 9 | — 8 | —16 |
| Floor-coverings, furniture and hardware | — 7 | — 4 | —12 |
| Grand total (a) | — 8 | — 8 | + 7 |

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.


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# Orders in the footwear industry

ORDERS-ON-HAND in the footwear industry showed their usual seasonal increase over the first four months of 1967, though at the end of April order books were 5 per cent less than at the end of April 1966. The substantial improvement in net new orders evident in the earlier months of the year may have slackened in April though comparisons with earlier months of the year may be affected by the earlier occurrence of Easter; in the three months February to April net new orders were 1 per cent more than in the same months of 1966. Deliveries, although 1 per cent less in the three months ending April compared with the same period last year, show some recovery from the low level of the latter part of last year.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of these statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967 (page 775). A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade *Business Monitor Production Series* (Reference P 17).

**Orders in the footwear industry (a)**

Million pairs

| | Orders-on-hand (end of period) | Net new orders | Deliveries |
|---|---|---|---|
| 1964 | 35·8 | .. | 16·8 |
| 1965 | 39·9 | 16·8 | 16·5 |
| 1966 | 33·9 | 15·7 | 16·2 |
| 1964 1st quarter | 49·8 | .. | 17·0 |
| 2nd quarter | 52·5 | 17·4 | 16·5 |
| 3rd quarter | 32·4 | 10·7 | 17·4 |
| 4th quarter | 35·8 | 17·8 | 16·6 |
| 1965 1st quarter | 36·7 | 16·5 | 16·2 |
| 2nd quarter | 42·9 | 17·9 | 15·8 |
| 3rd quarter | 32·8 | 13·3 | 16·7 |
| 4th quarter | 39·9 | 19·6 | 17·3 |
| 1966 1st quarter | 40·4 | 17·5 | 17·4 |
| 2nd quarter | 46·5 | 17·4 | 15·4 |
| 3rd quarter | 28·7 | 10·2 | 16·1 |
| 4th quarter | 33·9 | 17·5 | 15·8 |
| 1967 1st quarter* | 40·5 | 18·6 | 16·4 |
| 1966 February | 36·4 | 18·6 | 18·8 |
| March | 40·4 | 21·8 | 17·8 |
| April | 43·7 | 19·0 | 15·7 |
| May | 46·8 | 18·8 | 15·7 |
| June | 46·5 | 14·5 | 14·8 |
| July | 39·3 | 8·0 | 15·2 |
| August | 34·5 | 9·4 | 14·2 |
| September | 28·7 | 13·2 | 19·0 |
| October | 30·2 | 19·4 | 17·9 |
| November | 34·7 | 22·0 | 17·5 |
| December | 33·9 | 11·2 | 12·0 |
| 1967 January* | 33·4 | 14·2 | 14·7 |
| February* | 35·9 | 20·7 | 18·2 |
| March* | 40·5 | 20·9 | 16·3 |
| April* | 41·6 | 18·2 | 17·1 |

(a) The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
*Provisional.

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**WHOLESALE PRICE INDEX NUMBERS**

# Output prices remain steady

OUTPUT PRICES of home market sales of all manufactured products remained steady during April and May at a level much the same as in the first quarter of the year. There has been no change in output prices in the non-food sector this year, but the index for the food sector continues to edge up.

For basic materials and fuel used in manufacturing industry the average level of prices in April and May was over ½ per cent lower than during the first quarter of the year. This reduction was the result of a decline in the index for the non-food sector. Prices were marginally higher in May than in April, mainly as a result of a further increase of about ½ per cent in the food sector.

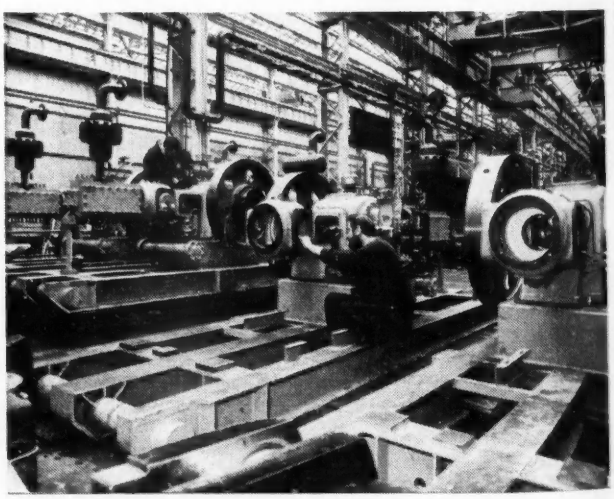
**Materials and fuel used in broad sectors of industry**

The increase in May of ½ per cent in the provisional index of materials and fuel used in the food manufacturing industries was due largely to increased prices of imported sugar and home grown beet, offset to some extent by lower prices for imported cocoa. In the non-food sector there was little change in May in any of the individual index numbers for broad groups of industry. On comparing averages for April and May with the first quarter of the year, however, all the non-food sector index numbers show some reduction, including decreases or 1½ per cent and nearly 2½ per cent respectively in the index numbers for the mechanical engineering and the electrical machinery industries, mainly as a result of reductions in the price of copper products.

Prices of materials used in construction and housebuilding showed little change in April and May from the levels prevailing in the first quarter of the year.

**Output of broad sectors of industry**

The small increase in the output prices of the food sector in May was due to rises in the prices of several products, including bacon, partially offset by decreases in margarine and cooking fat prices. In the non-food sector there was no change in May compared with the previous month in any of the individual sector index numbers other than a very marginal rise in the index for the engineering and allied industries. A comparison between the average for April and May and the first quarter of the year shows a decrease of about ½ per cent in the output index for the textiles industries and a further small decline in that for the timber industries. There was little movement in other index numbers.



*This photograph shows final stages in the manufacture at Heaton Works, Newcastle, of four skid-mounted natural gas compressors which were ordered from C. A. Parsons & Co. Ltd. in mid-1966 by Oil India Ltd. through Burmah Oil Trading Limited, London. These machines, complete with gas engines and speed-reducing gearboxes, are for oilfield service in Upper Assam, NE India. The total value of the order is approximately £45,000.*

## 1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

| 1958 Standard Industrial Classification Minimum List Headings | | 1966 | | | | 1967 | 1966 | | | | 1967 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | 1st Qtr. | May | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | May |
| Orders III to XVI | Basic materials and fuel used in manufacturing industry. | 110·2 | 112·4 | 111·1 | 110·0 | 109·8 | 112·6 | 110·0 | 110·1 | 110·0 | 110·3 | §110·1 | 109·3 | 108·9* | 109·1* |
| | Basic materials | 105·8 | 107·3 | 105·8 | 104·3 | 104·0 | 107·6 | 104·4 | 104·4 | 104·2 | 104·5 | §104·3 | 103·4 | 102·9* | 103·3* |
| | Fuel | 144·1 | 151·4 | 151·9 | 153·9 | 154·5 | 151·4 | 153·6 | 154·1 | 154·1 | 154·5 | 154·5 | 154·5 | 154·5* | 153·9* |
| Orders IV to XVI | Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries. | 113·7 | 116·8 | 114·6 | 113·0 | 112·0 | 117·1 | 113·3 | 113·3 | 112·4 | 112·5 | §112·4 | 111·2 | 110·0* | 110·1* |
| | Basic materials other than fuel | 108·3 | 110·7 | 108·0 | 105·8 | 104·6 | 111·1 | 106·2 | 106·1 | 105·1 | 105·2 | §105·1 | 103·6 | 102·2* | 102·4* |
| 211 to 229 | Materials and fuel used in the food manufacturing industries. | 103·9 | 103·7 | 104·4 | 104·0 | 105·5 | 103·8 | 103·6 | 103·6 | 104·8 | 105·5 | 105·9 | 105·2 | 106·1* | 106·6* |
| 263 to 277 | Materials and fuel used in the chemicals and allied industries. | 117·1 | 117·3 | 117·7 | 116·7 | 116·0 | 117·5 | 117·1 | 116·5 | 116·4 | 116·0 | 116·2 | 115·9 | 115·6* | 115·5* |
| 331 to 349 (excluding 342) 361 | Materials and fuel used in the mechanical engineering industries. | 146·6 | 151·8 | 149·5 | 149·1 | 148·4 | 151·9 | 149·1 | 149·5 | 148·8 | 148·9 | 148·7 | 147·5 | 146·2* | 146·1* |
| | Materials and fuel used in the electrical machinery industry. | 139·0 | 146·6 | 144·2 | 142·2 | 141·1 | 146·9 | 142·2 | 142·6 | 141·8 | 142·0 | 141·5 | 139·7 | 137·8* | 137·9* |
| Order X | Materials and fuel used in the textile industries | 96·6 | 98·8 | 97·6 | 95·1 | 94·7 | 98·8 | 95·2 | 95·0 | 95·0 | 94·6 | §95·2 | 94·8 | 94·6* | 94·4* |
| Order XIV | Materials and fuel used in the timber industries | 121·0 | 122·0 | 122·7 | 122·8 | 122·6 | 122·0 | 122·8 | 122·9 | 122·6 | 122·5 | 122·6 | 122·6 | 122·4* | 122·4* |
| Order XV | Materials and fuel used in the paper industries | 113·2 | 114·7 | 114·9 | 114·8 | 113·9 | 114·8 | 115·0 | 115·3 | 114·1 | 113·9 | 113·9 | 113·8 | 113·8* | 113·6* |
| Order XVII | Construction materials | 131·9 | 134·1 | 134·3 | 133·8 | 133·7 | 134·2 | 134·0 | 133·8 | 133·7 | 133·7 | 133·8 | 133·7 | 133·8* | 133·7* |
| Part of Order XVII | House building materials | 133·3 | 135·0 | 135·2 | 134·9 | 134·8 | 135·0 | 134·9 | 134·9 | 134·8 | 134·8 | 134·8 | 134·8 | 134·7* | 134·7* |

*Provisional figure. §Revised figure.

## 2. Output of broad sectors of industry—1954=100

(monthly averages)

| 1958 Standard Industrial Classification Minimum List Headings | | 1966 | | | | 1967 | 1966 | | | | 1967 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | 1st Qtr. | May | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | April | May |
| Orders III to XVI | All manufactured products: Total sales | 130·9 | 132·3 | 133·0 | 133·1 | 133·5 | 132·3 | 133·0 | 133·1 | 133·3 | 133·4 | 133·5 | 133·5 | 133·6* | 133·6* |
| | Home market sales | 131·8 | 133·1 | 134·0 | 134·0 | 134·3 | 133·1 | 133·9 | 133·9 | 134·1 | 134·2 | 134·4 | 134·3 | 134·4* | 134·4* |
| Orders IV to XVI | Products of manufacturing industries, other than food, drink and tobacco: Total sales | 130·5 | 132·2 | 132·8 | 132·8 | 133·0 | 132·2 | 132·7 | 132·8 | 133·0 | 133·0 | 133·0 | 133·0 | 133·0* | 133·0* |
| | Home market sales | 131·4 | 133·1 | 133·8 | 133·5 | 133·6 | 133·1 | 133·5 | 133·5 | 133·5 | 133·6 | 133·6 | 133·6 | 133·6* | 133·6* |
| 211 to 229 | Products of the food manufacturing industries: Home market sales | 122·3 | 123·3 | 123·6 | 123·7 | 125·4 | 123·5 | 123·6 | 123·5 | 124·1 | 125·0 | 125·7 | 125·5 | 125·7* | 125·8* |
| 263 to 277 | Chemicals and allied industries: Total sales | 108·9 | 109·0 | 109·2 | 108·8 | 108·9 | 109·1 | 109·1 | 108·5 | 108·7 | 109·0 | 109·0 | 108·9 | 109·0* | 109·0* |
| | Home market sales | 109·9 | 109·8 | 110·2 | 110·0 | 110·0 | 109·9 | 110·1 | 109·9 | 110·0 | 109·9 | 110·0 | 110·0 | 110·1* | 110·1* |
| 311 and 312 | Iron and steel industries: Total sales | 132·5 | 136·0 | 136·6 | 136·2 | 136·2 | 136·0 | 136·1 | 136·0 | 136·4 | 136·2 | 136·0 | 136·1 | 136·1* | 136·1* |
| | Home market sales | 137·2 | 141·6 | 142·1 | 142·0 | 142·1 | 141·7 | 142·0 | 142·0 | 142·0 | 142·1 | 142·1 | 142·1 | 142·1* | 142·1* |
| Orders VI to IX | Engineering and allied industries: Total sales | 135·2 | 137·9 | 138·8 | 138·7 | 139·0 | 137·9 | 138·4 | 138·8 | 139·0 | 138·8 | 138·8 | 139·0 | 139·0* | 139·0* |
| | Home market sales | 134·3 | 136·8 | 137·7 | 137·1 | 137·3 | 136·8 | 137·1 | 137·1 | 137·1 | 137·2 | 137·3 | 137·3 | 137·2* | 137·3* |
| Order X | Textile industries other than clothing: Total sales | 112·9 | 113·6 | 113·9 | 113·7 | 113·5 | 113·7 | 113·6 | 113·6 | 113·7 | 113·9 | 113·7 | 113·3 | 113·2* | 113·2* |
| | Home market sales | 111·4 | 112·1 | 112·6 | 112·0 | 111·6 | 112·1 | 112·3 | 112·1 | 111·8 | 111·6 | 111·6 | 111·4 | 111·2* | 111·2* |
| Order XII | Clothing and footwear: Home market sales | 117·3 | 118·9 | 119·9 | 120·2 | 120·3 | 118·7 | 120·1 | 120·1 | 120·2 | 120·3 | 120·2 | 120·3 | 120·3* | 120·3* |
| Order XIV | Timber industries: Home market sales | 124·3 | 125·0 | 125·6 | 125·7 | 125·6 | 125·0 | 125·8 | 125·7 | 125·6 | 125·6 | 125·6 | 125·5 | 125·4* | 125·4* |
| 481 to 483 | Paper industries: Home market sales | 119·9 | 120·4 | 120·6 | 120·6 | 120·6 | 120·5 | 120·6 | 120·6 | 120·5 | 120·6 | 120·5 | 120·6 | 120·6* | 120·6* |
| Order XVI | New construction‡ | 139 | 140 | 140 | 140 | | | | | 140 | | | | | |

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.


# Government Publications

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## WHOLESALE PRICE INDEX NUMBERS, *continued*

### 3 (a). Commodities produced in the United Kingdom—1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 24, 1967.

(monthly averages)

| | 1966 | | 1967 | | |
|---|---|---|---|---|---|
| | May | Nov. | Mar. | April | May |
| Coal† | 169·4 | 174·3 | 174·3 | 174·3* | 168·2* |
| Slates | 183·9 | 183·9 | 183·9 | 183·9 | 183·9 |
| Salt | 110·6 | 110·8 | 110·8 | 110·8 | 123·3 |
| Flour | 117·3 | 120·5 | 125·9 | 125·9 | 125·9 |
| Sugar, refined | 111·2 | 108·7 | 111·3 | 116·5 | 116·5 |
| Chocolate and sugar confectionery | 111·3 | 111·3 | 113·3 | 113·6 | 113·6 |
| Beer | 128·1 | 136·0 | 136·2 | 136·4 | 136·4* |
| Tobacco and cigarettes | 154·6 | 154·6 | 154·3 | 154·3 | 154·3 |
| Hard coke | 186·5 | 186·5 | 186·5 | 186·5 | 186·5 |
| Motor spirit, standard grade (including duty) | 122·7 | 131·5 | §129·7 | 129·3* | 129·3* |
| Medium fuel oil (950 secs.) | 138·9 | 140·8 | 140·8 | 140·8 | 140·8 |
| Lubricating oils and greases | 130·0 | 131·3 | 131·2 | 131·2* | 131·2* |
| General chemicals | 103·1 | 104·0 | 103·0 | 103·0* | 103·0* |
| Pharmaceutical chemicals | 57·8 | 57·6 | 57·2 | 57·2* | 57·3* |
| Pharmaceutical preparations | 102·5 | 103·2 | 103·1 | 103·1* | 103·1* |
| Toilet preparations | 147·3 | 148·7 | 148·7 | 148·7* | 148·7* |
| Paint for building and decorating | 116·7 | 116·8 | 116·8 | 116·5* | 116·5* |
| Soap | 154·7 | 154·9 | 154·8 | 154·8 | 154·8* |
| Soapless detergents | 106·4 | 106·4 | 106·4 | 106·4 | 106·4* |
| Synthetic resins and plastic materials | 74·5 | 74·4 | 73·8 | 73·5* | 73·4* |
| Steel sheets | 136·4 | 137·9 | 137·9 | 137·9 | 137·9* |
| Tinplate | 131·7 | 130·5 | 129·8 | 129·8 | 129·8* |
| Other steel goods (excluding tubes) | 141·5 | 141·6 | 141·6 | 141·7 | 141·7* |
| Steel tubes | 149·4 | 151·7 | 151·9 | 151·9 | 151·9* |
| Iron castings | 155·4 | 156·2 | 156·2 | 156·2* | 156·4* |
| Aluminium and aluminium alloy products: | | | | | |
| Extruded and drawn | 151·9 | 151·9 | 151·8 | 151·8 | 151·8 |
| Rolled | 142·2 | 142·2 | 142·2 | 142·2 | 142·2 |
| Castings | 150·7 | 152·8 | 152·8 | 152·8 | 152·8 |
| Forgings | 138·3 | 144·7 | 144·7 | 144·7 | 144·7 |
| Brass, ingot 65-35, B.S. 1400: B3, delivered | 197·5 | 172·5 | 153·6 | 139·1 | 137·3 |
| Photographic paper and films, etc. | 126·4 | 125·7 | 125·7 | 125·7* | 125·7* |
| Spectacles, etc. | 140·4 | 140·4 | 140·4 | 140·4 | 140·4 |
| Dental goods | 143·1 | 147·6 | 147·5 | 147·5 | 147·5* |
| Gramophone records | 146·5 | 146·5 | 146·5 | 146·5 | 146·5* |
| Domestic electrical appliances | 102·8 | 103·5 | 103·6 | 103·2* | 103·2* |
| Perambulators, etc. | 130·5 | 130·7 | 131·2 | 131·2* | 131·2* |
| Tools and implements | 155·8 | 156·8 | 157·2 | 157·3 | 157·3* |

| | 1966 | | 1967 | | |
|---|---|---|---|---|---|
| | May | Nov. | Mar. | April | May |
| Cutlery | 138·5 | 140·0 | 140·0 | 140·0* | 140·0* |
| Cutlery (other than razors and razor blades) | 147·8 | 151·2 | 151·2 | 151·2 | 151·2 |
| Spoons and forks | 165·8 | 168·2 | 168·2 | 168·2* | 168·2* |
| Galvanized cisterns, tanks and cylinders | 163·3 | 163·3 | 163·3 | 163·3 | 163·3 |
| Domestic hollow-ware | 169·3 | 171·2 | 176·3 | 176·3* | 176·3* |
| Domestic gas appliances | 113·5 | 113·5 | 113·5 | 113·5 | 113·5 |
| Cotton yarn | 98·8 | 98·9 | 98·5 | 97·9 | 97·9 |
| Spun rayon yarn | 103·3 | 101·7 | 100·8 | 101·2 | 101·2* |
| Irish linen yarns (wetspun) | 127·6 | 127·6 | 125·3 | 125·3 | 124·2 |
| Cotton cloth | 107·0 | 106·9 | 105·9 | 105·7* | 105·5* |
| Linen | 137·2 | 137·3 | 139·2 | 139·2 | 139·2* |
| Wool tops | 82·6 | 75·6 | 73·2 | 72·8 | 72·3 |
| Worsted yarns | 98·7 | 95·5 | 94·7 | 94·4 | 94·3 |
| Harris tweed | 115·3 | 115·3 | 115·3 | 115·3 | 115·3 |
| Serge cloth | 103·6 | 102·3 | 102·4 | 102·4 | 102·4* |
| Jute yarn | 134·2 | 137·2 | 137·2 | 137·2 | 139·9 |
| Jute piece-goods | 141·9 | 147·6 | 147·6 | 147·6 | 147·6 |
| Rope, twine and net | 119·6 | 119·5 | 118·6 | 118·6 | 118·5 |
| Hosiery and other knitted goods | 102·0 | 103·2 | 102·8 | 102·8* | 102·8* |
| Carpets and rugs | 130·8 | 131·7 | 131·8 | 131·8* | 131·8* |
| Canvas goods and sacks | 122·2 | 113·3 | 108·6 | 107·0* | 107·0* |
| Leather for footwear | 131·9 | 128·5 | .. | .. | .. |
| Travel goods | 136·2 | 136·9 | 138·2 | 138·2* | 138·2* |
| Made-up clothing | 117·6 | 119·2 | 119·4 | 119·4* | 119·4* |
| Weatherproof outerwear | 106·2 | 107·4 | 107·3 | 107·3* | 107·3* |
| Men's and boys' tailored outerwear | 119·3 | 121·5 | 121·6 | 121·7* | 121·7* |
| Women's and girls' tailored outerwear | 117·0 | 117·7 | 117·8 | 117·8* | 117·8* |
| Women's and girls' light outerwear | 114·8 | 116·8 | 117·3 | 117·2* | 117·3* |
| Footwear (excluding rubber) | 119·8 | 120·5 | 120·8 | 120·7* | 120·7* |
| Refractory goods, including bricks | 150·3 | 150·3 | 150·3 | 150·3 | 150·3 |
| Non-refractory goods, including bricks | 134·4 | 133·6 | 133·6 | 133·7 | 133·8* |
| Building bricks, common, other than fletton, *ex works.* | 141·2 | 141·4 | 141·1 | 141·1 | 141·5* |
| Building bricks, fletton common, *delivered.* | 120·0 | 120·0 | 120·0 | 120·0 | 120·0 |
| Electrical porcelain | 137·6 | 137·6 | 137·6 | 137·6 | 137·6* |
| Domestic china and earthenware | 152·9 | 161·7 | 161·9 | 161·9 | 161·9* |
| Glass (other than containers) | 140·8 | 142·7 | 142·7 | 142·7 | 142·7* |
| Glass containers | 130·7 | 130·7 | 130·7 | 130·7 | 130·7 |
| Cement, delivered | 128·0 | 128·0 | 128·0 | 128·0 | 128·0 |

*Provisional figure. †This index is based on prices ruling on the last day of the month. ..Not available §Revised figures.


# Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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## 3 (a) (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

| | 1966 | | 1967 | | |
|---|---|---|---|---|---|
| | May | Nov. | Mar. | April | May |
| Abrasive paper and cloth | 132·1 | 132·1 | 132·1 | 132·1 | 132·1 |
| Cast stone and cast concrete products | 118·9 | 117·9 | 117·9 | 117·9 | 117·9* |
| Home-grown hardwood | 107·5 | 107·0 | 106·9 | 107·0* | 107·0* |
| Domestic furniture | 126·9 | 127·8 | 127·6 | 127·6* | 127·6* |
| Bedding, etc. | 121·3 | 120·6 | 120·1 | 119·4 | 119·4* |
| Wooden boxes, packing cases, crates, etc. | 129·1 | 130·7 | 130·6 | 130·6 | 130·6* |
| Paper and board | 115·4 | 115·4 | 115·0 | 115·0* | 115·0* |
| Cardboard boxes, cartons and fibreboard packing cases. | 123·0 | 123·6 | 123·4 | 123·4 | 123·4* |
| Wallpaper | 138·0 | 138·0 | 142·7 | 142·7 | 142·7 |
| Paper bags | 124·5 | 123·3 | 122·4 | 122·4 | 122·4 |
| Manufactured stationery | 128·0 | 128·0 | 128·0 | 128·0* | 128·0* |
| Other manufactures of paper and board | 114·4 | 114·4 | 115·7 | 115·7* | 115·7* |
| Rubber tyres and tubes | 130·0 | 130·0 | 130·0 | 130·0* | 130·0* |
| Rubber goods (other than tyres and tubes) | 122·4 | 122·8 | 122·8 | 122·7* | 122·7* |
| Rubber footwear | 135·4 | 135·4 | 135·4 | 135·4* | 135·4* |
| Linoleum and felt base | 150·8 | 151·4 | 151·4 | 151·4 | 151·4 |
| Brushes and brooms | 145·1 | 145·4 | 145·5 | 145·5 | 145·5* |
| Toys and games | 131·7 | 132·6 | 132·6 | 132·6* | 132·6* |
| Sports equipment | 143·9 | 144·5 | 144·8 | 144·8* | 144·8* |
| Pens and pencils | 116·0 | 116·2 | 116·2 | 116·2 | 116·2* |
| Other stationers' goods | 133·4 | 136·5 | 136·5 | 136·5 | 136·5 |
| Plastic mouldings | 105·9 | 107·6 | 108·0 | 108·1* | 108·1* |

*Provisional figure.

## 3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

| | 1966 | | 1967 | | |
|---|---|---|---|---|---|
| | May | Nov. | Mar. | April | May |
| Hides and skins | 142·8 | 111·3 | 103·7 | 102·1 | 95·5 |
| Imported | 157·8 | 126·6 | 119 4 | 115·4 | 108·0 |
| Native | 120·1 | 88·4 | 80·1 | 82·2 | 76·8 |
| Non-ferrous metals: | | | | | |
| Aluminium, virgin ingot, delivered | 125·6 | 125·6 | 125·6 | 125·6 | 125·6 |
| Copper, ex-ship, wharf or warehouse† | 242·7 | 189·9 | 160·2 | 145·1 | 151·2 |
| Lead, ex-ship, wharf or warehouse† | 98·5 | 83·8 | 85·9 | 85·3 | 85·9 |
| Nickel, refined, delivered | 131·9 | 137·5 | 144·3 | 144·3 | 144·3 |
| Tin, ingot, min. 99·75 per cent, settlement price | 185·9 | 167·3 | 167·2 | 168·9 | 169·4 |
| Zinc, ex-ship, wharf or warehouse | 125·2 | 133·6 | 129·5 | 126·1 | 127·6 |
| Oils, resins and gums: | | | | | |
| Linseed oil, crude, naked, ex-works | 100·8 | 101·1 | 104·2 | 101·6 | 100·7 |
| Palm oil, c.i.f., in bulk | 98·8 | 99·3 | 101·8 | 101·8 | 101·8 |
| Whale oil, acid, soft, naked, ex-works | 99·7 | 57·8 | 57·7 | 41·8 | 35·6 |
| Pyrites, c.i.f., United Kingdom ports | 71·6 | 69·6 | 68·2 | 69·3 | 69·6 |
| Rubber, No. 1 R.S.S. one month future | 102·1 | 92·7 | 84·8 | 85·5 | 84·3 |
| Sulphur, crude (for acid making), c.i.f. | 104·7 | 139·7 | 122·9 | 122·9 | 122·9 |
| Textiles: | | | | | |
| Coir yarn, c.i.f. United Kingdom ports | 161·2 | 155·4 | 153·9 | 155·0* | 154·4* |
| Cotton, raw | 68·5 | 64·7 | 66·6 | 66·2 | 66·2 |
| Jute, raw, 'Export Firsts', c.i.f. Dundee‡ | 170·9 | 164·5 | 162·7 | 161·1 | 158·3 |
| Jute, raw, 'Export Lightnings', c.i.f. Dundee‡ | 167·2 | 167·1 | 169·9 | 165·1 | 161·6 |
| Silk, raw, delivered mill | 144·0 | 180·3 | 184·7 | 188·6 | 193·8* |
| Sisal, East Africa No. 1 Grade, c.i.f. London | 98·0 | 88·3 | 88·1 | 88·1 | 86·4 |
| Wool, raw | 87·1 | 79·1 | ‡77·2 | ‡77·4 | 77·4* |
| Crossbred, medium and coarse, c.i.f. U.K. | 89·7 | 83·6 | §80·9 | 80·9 | 80·9* |
| Crossbred, fine, c.i.f. U.K. | 90·7 | 83·8 | ‡‡80·8 | 80·8 | 80·8* |
| Merino, c.i.f. U.K. | 83·7 | 75·2 | 74·4 | ø74·9 | 74·9* |
| Timber: | | | | | |
| Imported hardwood (ex-yard or wharf) | 117·2 | 118·2 | 119·0 | 119·4 | 119·8* |
| Imported plywood (delivered to consumers) | 116·4 | 116·6 | 113·1 | 113·1 | 113·0 |
| Imported softwood (delivered to consumers) | 118·7 | 118·4 | 118·2 | 118·0 | 118·0* |
| Woodpulp, imported | 100·9 | 100·6 | 100·4 | 100·4* | 100·5* |

*Provisional figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.
‡ Revised figure. Figure for February, 1967, should read 77·9.
§ Revised figure for February 1967 = 80·9.
‡‡ Revised figure for February 1967 = 81·2.
ø Revised figure. Figure for February, 1967, should read 75·3.

### NOTES ON WHOLESALE PRICES

**Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Exts. 3411 or 3548.**

*The notes on index numbers of wholesale prices* (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 24, 1967.


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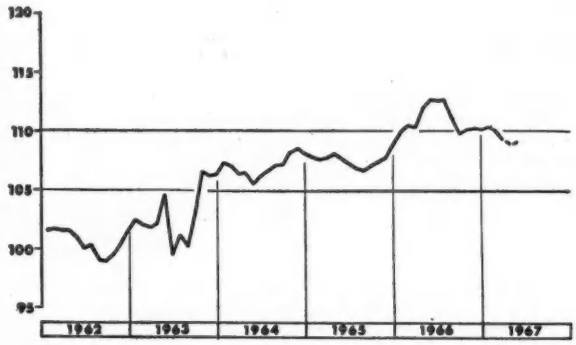
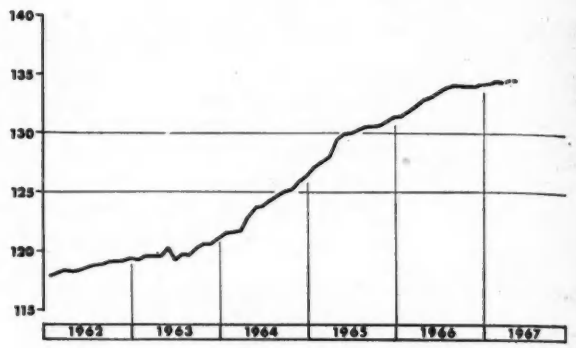
# WHOLESALE PRICE INDEX NUMBERS 1954 = 100

## ALL MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

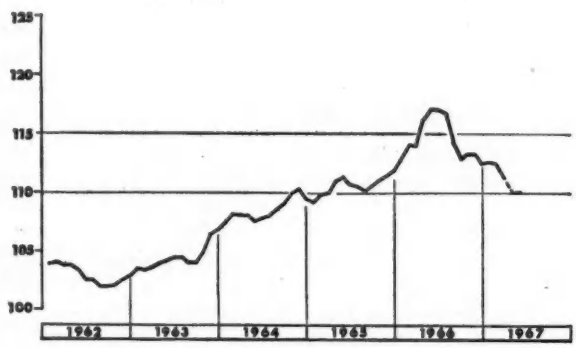



OUTPUT (HOME MARKET)

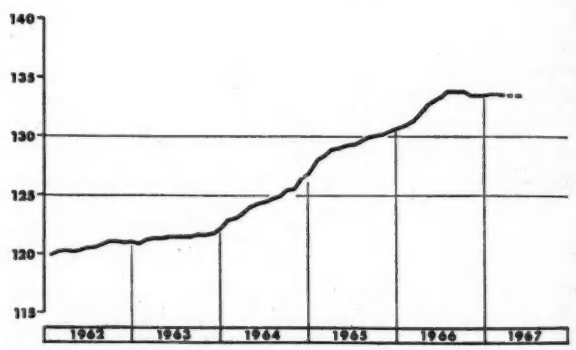



## MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED

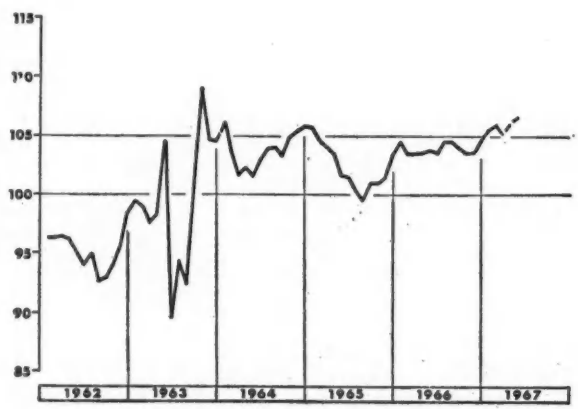



OUTPUT (HOME MARKET)

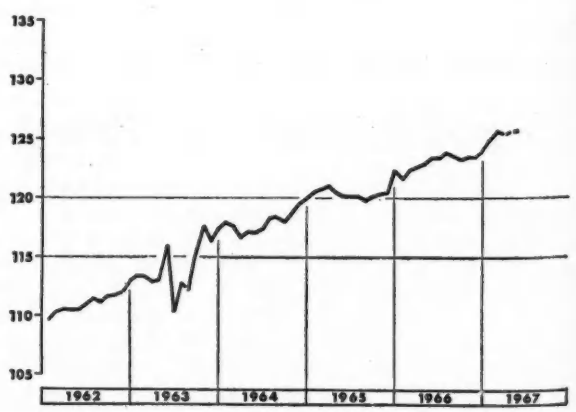



## FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED




OUTPUT (HOME MARKET)



# Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, June 9, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

| Title of Film | Registered No. | Playing Time Minutes | Date of Registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| | | | BRITISH | | |
| The Kingdom of Saudi Arabia | Br/E 32368 | 30 | June 5 | Saxon Film Co. Ltd. | Greenpark Productions Ltd. |
| Mining Review No. 10 – 20th Year | Br/E 32369 | 11 | June 5 | Data Film Distributors Ltd. | National Coal Board. |
| The Shuttered Room | Br/E 32370 | 99 | June 5 | Warner-Pathe Distributors Ltd. | Troy-Schenck Productions Ltd. |
| The Sorcerers | Br/E 32376 | 86 | June 7 | Tigon Pictures Ltd. | Global Films Ltd. and Tigon Pictures Ltd. |
| How to Live with a Neurotic Dog | Br/E 32391 | 23 | June 7 | United Artists Corp. Ltd. | Harold Baim Enterprises Ltd. |
| Andalucia | Br/E 32392 | 28 | June 7 | British Lion Films Ltd. | Armada Productions. |
| Miss Mactaggart Won't Lie Down | Br/E 32393 | 28 | June 7 | Monarch Film Corp. Ltd. | Chairene Productions Ltd. |
| Date with the Sun | Br/E 32394 | 14 | June 8 | E. J. Fancey Productions Ltd. | Armada Productions. |
| Look at Life Series 34: | | | | | |
| *The Straits of Dover* | Br/E 32398 | 9 | June 9 | Rank Film Distributors Ltd. | Rank Film Distributors Ltd. |
| Movietone News 1982 | Br/E 31908 | 9 | June 9 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| Movietone News 1982A | Br/E 31909 | 8 | June 9 | " " | " " |
| Pathe News 67-45 | Br/E 31974 | 7 | June 9 | Warner-Pathe Distributors Ltd. | Associated British-Pathe. |
| Pathe News 67-46 | Br/E 31975 | 9 | June 9 | " " | " " |
| | | | FOREIGN | | |
| Hot Diggity Dog | F 32371 | 6 | June 6 | Rank Film Distributors Ltd. | Universal International Films Inc. |
| The Nautical Nut | F 32372 | 6 | June 6 | " " | " " |
| Hot Time on Ice | F 32373 | 6 | June 6 | " " | " " |
| Mouse in the House | F 32374 | 6 | June 6 | " " | " " |
| Get in the Swim | F 32375 | 9 | June 6 | " " | " " |
| Plink Plonk Plink | F 32377 | 6 | June 7 | United Artists Corp. Ltd. | Mirisch-Geoffrey D.F. Productions Inc. |
| Jet Pink | F 32378 | 6 | June 7 | " " | " " |
| Pink Panic | F 32379 | 6 | June 7 | " " | " " |
| Pinknic | F 32380 | 6 | June 7 | " " | " " |
| Plasterer in Paris | F 32381 | 6 | June 7 | " " | " " |
| Reaux Reaux Reaux Your Boat | F 32382 | 6 | June 7 | " " | " " |
| Pique Poquette of Paris | F 32383 | 6 | June 7 | " " | " " |
| Toulouse Latrick | F 32384 | 6 | June 7 | " " | " " |
| Sacre Bleu Cross | F 32385 | 6 | June 7 | " " | " " |
| Bomb Voyage | F 32386 | 6 | June 7 | " " | " " |
| Le Quiet Squad | F 32387 | 6 | June 7 | " " | " " |
| Kiss Me General (Martin Soldat) | F 32388 | 94 | June 7 | Bargate Films Ltd. | Films de la Pleiade, Paris. |
| Iron Clay and Wind | F 32389 | 11 | June 7 | " " | Film Polski, Warsaw. |
| The Pornographer | F 32390 | 92 | June 7 | Antony Balch Films Ltd. | Nikkatsu Corp., Tokyo. |
| The Adventures of Werner Holt | F 32395 | 130 | June 9 | Contemporary Films Ltd. | D.E.F.A., V.E.B., Berlin. |
| Judex | F 32396 | 95 | June 9 | " " | Comptoir Francais du Film, Paris and Filmes, Rome. |
| L'Immortelle | F 32397 | 105 | June 9 | " " | Les Films Marceau and Como Film, Paris. |

AMENDMENTS:
The playing time of the film 'The Triumph of Michael Strogoff' (F 32050) registered on February 3, 1967, has been amended to 104 minutes.
The playing time of the film 'The Honey Pot' (F 32200) registered on April 10, 1967, has been amended to 131 minutes.
The title of the film 'Go-Go with Matt Monro' (Br/E 32181) registered on March 30, 1967, has been amended to 'Go with Matt Monro'.

## VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

*British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.*

*The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.*

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*The January-March issue of the Business Monitor 'Carpets and Rugs' (page 9) includes a supplement showing details of manufacturers' estimated consumption of fibres in surface yarns for the years 1962-66. These are the first official published statistics for fibre consumption in carpet manufacture.

## PHOTOGRAPHS FOR THE JOURNAL

*The Editor will be glad to consider prints of industrial photographs suitable for publication in the* Board of Trade Journal.
**Black and white prints.** *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
**Colour photographs:** *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

# Turnover of the catering trades, laundries and dry cleaners and hairdressers in April

IN APRIL the increase in the total turnover of the catering trades and of hairdressers compared with a year earlier, was lower than the corresponding increases in March, while the increase in the turnover of laundries and dry cleaners was rather higher. This comparison is however markedly affected by the exceptionally early Easter holiday.

Taking the first four months of the year together, the increases for catering trades and hairdressers are not very different from those recorded for the fourth quarter of 1966 compared with a year earlier, but less than those recorded for 1966 as a whole. The turnover of laundries and dry cleaners also shows a smaller increase compared with a year earlier, than the average increase recorded between 1965 and 1966.

### Catering trades

The total turnover of the catering trades in April was 1 per cent higher than a year ago compared with an increase of 5 per cent in March. Taken together the increase over the two months compared with a year ago was 3 per cent, a little lower than the average of 4 per cent for the first two months of the year. The increase in the turnover of each of the group's of kinds of business shown separately in the tables except canteens which showed little change, was lower compared with a year ago in March and April together than in January and February.

### Laundries and dry cleaners

The 1 per cent increase in the turnover between 1966 and 1967 of both laundries and dry cleaners in the two months March and April taken together was considerably smaller than the increases recorded in the previous two months.

### Hairdressers

The increase in the turnover of both men's and women's hairdressers in April when compared with a year earlier was 1 per cent, which was a more modest rise than recorded for March, which in turn was lower than the increase for the earlier months of the year.

**Table 1. Catering trades**

Index numbers of turnover per week and percentage changes on a year earlier (a

1964 = 100

| Kind of business (Turnover in 1964) | Year | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| TOTAL ALL CATERERS (£1,985 million) | 1964 | 100 | 85 | 101 | 116 | 98 | 83 | 83 | 88 | 93 | 102 | 106 | 119 | 120 | 112 | 97 | 91 | 105 |
| | 1965 | 106 | 89 | 107 | 121 | 105 | 86 | 89 | 91 | 102 | 103 | 115 | 123 | 125 | 118 | 105 | 96 | 111 |
| | 1966 | 111 | 95 | 114 | 128 | 108 | 91 | 94 | 99 | 109 | 110 | 121 | 130 | 130 | 125 | 108 | 100 | 114 |
| | 1967 | | 100 | | | | 95 | 98 | 104 | 108 | | | | | | | | |
| | 1966 | +5 | +7 | +6 | +5 | +3 | +7 | +5 | +9 | +6 | +7 | +5 | +5 | +4 | +6 | +3 | +5 | +3 |
| | 1967 | +3* | +4 | | | | +4 | +4 | +5 | +1 | | | | | | | | |
| Licensed hotels and holiday camps (£286 million) | 1964 | 100 | 68 | 106 | 141 | 84 | 63 | 65 | 75 | 84 | 104 | 125 | 147 | 151 | 129 | 97 | 76 | 81 |
| | 1965 | 106 | 72 | 113 | 148 | 90 | 66 | 71 | 78 | 94 | 104 | 135 | 156 | 156 | 133 | 104 | 81 | 87 |
| | 1966 | 111 | 76 | 117 | 157 | 94 | 71 | 73 | 83 | 96 | 111 | 140 | 165 | 166 | 143 | 110 | 83 | 91 |
| | 1967 | | 82 | | | | 74 | 79 | 90 | 97 | | | | | | | | |
| | 1966 | +5 | +6 | +4 | +6 | +5 | +8 | +3 | +6 | +2 | +7 | +4 | +5 | +6 | +8 | +6 | +4 | +5 |
| | 1967 | +5* | +7 | | | | +4 | +8 | +9 | +1 | | | | | | | | |
| Restaurants, cafes, etc., and fish and chip shops (£521 million) | 1964 | 100 | 87 | 100 | 121 | 93 | 82 | 88 | 89 | 96 | 98 | 103 | 122 | 124 | 118 | 96 | 91 | 91 |
| | 1965 | 106 | 92 | 105 | 127 | 99 | 87 | 95 | 93 | 104 | 99 | 111 | 126 | 130 | 124 | 104 | 96 | 98 |
| | 1966 | 111 | 97 | 110 | 132 | 103 | 93 | 98 | 99 | 107 | 106 | 117 | 133 | 134 | 131 | 106 | 100 | 102 |
| | 1967 | | 100 | | | | 95 | 102 | 102 | 107 | | | | | | | | |
| | 1966 | +5 | +6 | +5 | +4 | +4 | +6 | +4 | +7 | +3 | +7 | +5 | +5 | +3 | +5 | +2 | +5 | +4 |
| | 1967 | +2* | +3 | | | | +2 | +4 | +3 | Nil | | | | | | | | |
| Public houses (£1,033 million) | 1964 | 100 | 87 | 100 | 110 | 103 | 88 | 82 | 89 | 92 | 103 | 103 | 114 | 113 | 106 | 96 | 93 | 117 |
| | 1965 | 106 | 90 | 108 | 115 | 110 | 88 | 89 | 92 | 104 | 105 | 113 | 116 | 118 | 112 | 105 | 97 | 124 |
| | 1966 | 112 | 98 | 116 | 122 | 114 | 94 | 96 | 102 | 114 | 112 | 120 | 123 | 123 | 120 | 109 | 103 | 128 |
| | 1967 | | 103 | | | | 99 | 101 | 109 | 111 | | | | | | | | |
| | 1966 | +6 | +9 | +8 | +6 | +4 | +7 | +7 | +11 | +9 | +7 | +6 | +6 | +4 | +7 | +3 | +6 | +3 |
| | 1967 | +3* | +6 | | | | +5 | +5 | +6 | —3 | | | | | | | | |
| Canteens (b) (£145 million) | 1964 | 100 | 98 | 100 | 94 | 109 | 97 | 100 | 97 | 101 | 100 | 99 | 91 | 87 | 101 | 107 | 111 | 108 |
| | 1965 | 104 | 106 | 103 | 95 | 113 | 104 | 108 | 107 | 100 | 108 | 100 | 93 | 91 | 102 | 110 | 116 | 113 |
| | 1966 | 106 | 110 | 105 | 98 | 112 | 107 | 111 | 113 | 104 | 110 | 103 | 95 | 93 | 104 | 110 | 115 | 111 |
| | 1967 | | 108 | | | | 109 | 110 | 105 | 111 | | | | | | | | |
| | 1966 | +2 | +4 | +2 | +2 | —1 | +2 | +3 | +6 | +3 | +1 | +2 | +3 | +2 | +2 | Nil | —1 | —2 |
| | 1967 | Nil* | —2 | | | | +2 | —1 | —6 | +7 | | | | | | | | |

*January-April.

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The April 1967 period was the four weeks from April 2, 1967, to April 29, 1967, the April 1966 period was from April 3, 1966, to April 30, 1966.

(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

(*Continued on page* 1561)

## REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them.

The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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## Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

| Kind of business (Turnover in 1961) | Year | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| TOTAL ALL LAUNDRIES AND DRY-CLEANERS: (£107 million) | 1963 | 110 | 106 | 114 | 113 | 107 | 100 | 103 | 114 | 112 | 118 | 112 | 116 | 107 | 115 | 114 | 110 | 99 |
| | 1964 | 115 | 110 | 120 | 116 | 112 | 109 | 111 | 109 | 119 | 119 | 120 | 119 | 111 | 117 | 119 | 114 | 106 |
| | 1965 | 121 | 114 | 124 | 124 | 120 | 111 | 114 | 117 | 120 | 129 | 124 | 127 | 121 | 124 | 128 | 122 | 113 |
| | 1966 | 126 | 121 | 128 | 128 | 125 | 112 | 122 | 127 | 121 | 135 | 129 | 131 | 125 | 127 | 134 | 128 | 117 |
| | 1967 | | 122 | | | | 118 | 126 | 121 | 130 | | | | | | | | |
| | 1966 | +4 | +6 | +3 | +3 | +4 | +2 | +7 | +8 | +1 | +4 | +4 | +3 | +3 | +2 | +4 | +5 | +3 |
| | 1967 | +2* | +1 | | | | +5 | +3 | —5 | +8 | | | | | | | | |
| Laundries (£67 million) | 1963 | 109 | 108 | 111 | 110 | 107 | 104 | 107 | 112 | 107 | 113 | 112 | 114 | 105 | 112 | 112 | 110 | 100 |
| | 1964 | 114 | 112 | 117 | 114 | 112 | 114 | 112 | 109 | 116 | 115 | 120 | 117 | 110 | 114 | 116 | 115 | 107 |
| | 1965 | 119 | 116 | 121 | 121 | 119 | 115 | 116 | 118 | 115 | 126 | 121 | 124 | 118 | 120 | 125 | 122 | 113 |
| | 1966 | 123 | 121 | 124 | 123 | 123 | 116 | 122 | 123 | 118 | 129 | 126 | 128 | 121 | 122 | 129 | 126 | 116 |
| | 1967 | | 120 | | | | 120 | 123 | 117 | 126 | | | | | | | | |
| | 1966 | +3 | +4 | +3 | +2 | +3 | +1 | +6 | +5 | +2 | +3 | +4 | +3 | +2 | +2 | +3 | +4 | +3 |
| | 1967 | +1* | —1 | | | | +4 | +1 | —5 | +7 | | | | | | | | |
| Dry-cleaners, etc. (£40 million) | 1963 | 112 | 104 | 119 | 117 | 107 | 92 | 98 | 117 | 119 | 126 | 114 | 119 | 111 | 120 | 117 | 110 | 96 |
| | 1964 | 116 | 107 | 125 | 120 | 113 | 100 | 110 | 109 | 126 | 127 | 122 | 122 | 114 | 123 | 124 | 114 | 104 |
| | 1965 | 123 | 111 | 130 | 130 | 122 | 103 | 111 | 117 | 128 | 135 | 127 | 132 | 126 | 132 | 134 | 123 | 112 |
| | 1966 | 130 | 121 | 135 | 135 | 129 | 106 | 121 | 134 | 127 | 144 | 134 | 137 | 133 | 136 | 141 | 131 | 117 |
| | 1967 | | 125 | | | | 114 | 131 | 128 | 138 | | | | | | | | |
| | 1966 | +5 | +9 | +4 | +4 | +5 | +3 | +9 | +14 | —1 | +7 | +5 | +4 | +5 | +3 | +5 | +6 | +4 |
| | 1967 | +4* | +3 | | | | +8 | +8 | —4 | +9 | | | | | | | | |

*January-April.
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See note (a) to Table 1.

## Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

| Kind of business (Turnover in 1961) | Year | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| TOTAL ALL HAIRDRESSERS (£97 million) | 1963 | 106 | 99 | 109 | 107 | 109 | 93 | 98 | 106 | 109 | 110 | 109 | 113 | 105 | 105 | 108 | 106 | 113 |
| | 1964 | 109 | 104 | 111 | 110 | 112 | 101 | 104 | 107 | 110 | 111 | 110 | 113 | 109 | 109 | 108 | 110 | 117 |
| | 1965 | 112 | 106 | 114 | 114 | 115 | 103 | 105 | 108 | 114 | 113 | 114 | 116 | 115 | 112 | 112 | 111 | 122 |
| | 1966 | 115 | 110 | 116 | 118 | 118 | 105 | 108 | 114 | 115 | 118 | 114 | 120 | 118 | 116 | 115 | 113 | 125 |
| | 1967 | | 114 | | | | 110 | 113 | 116 | 117 | | | | | | | | |
| | 1966 | +3 | +4 | +2 | +3 | +3 | +3 | +2 | +6 | +1 | +4 | +1 | +4 | +3 | +3 | +3 | +2 | +3 |
| | 1967 | +3* | +4 | | | | +5 | +5 | +2 | +1 | | | | | | | | |
| Men's hairdressers, and men's hairdresser-tobacconists (£24 million) | 1963 | 107 | 110 | 106 | 110 | 112 | 99 | 99 | 100 | 102 | 107 | 108 | 115 | 106 | 109 | 108 | 107 | 119 |
| | 1964 | 111 | 105 | 109 | 115 | 116 | 109 | 104 | 102 | 107 | 110 | 111 | 119 | 114 | 111 | 112 | 111 | 123 |
| | 1965 | 115 | 109 | 112 | 119 | 121 | 111 | 108 | 107 | 108 | 111 | 117 | 121 | 118 | 117 | 118 | 113 | 131 |
| | 1966 | 120 | 112 | 117 | 124 | 126 | 114 | 110 | 112 | 114 | 117 | 120 | 126 | 124 | 123 | 122 | 118 | 136 |
| | 1967 | | 117 | | | | 119 | 117 | 115 | 115 | | | | | | | | |
| | 1966 | +4 | +3 | +4 | +5 | +4 | +3 | +2 | +4 | +6 | +5 | +2 | +4 | +5 | +6 | +4 | +4 | +3 |
| | 1967 | +3* | +4 | | | | +4 | +6 | +3 | +1 | | | | | | | | |
| Women's hairdressers, and men's and women's hairdressers (£73 million) | 1963 | 106 | 99 | 110 | 107 | 108 | 90 | 97 | 108 | 111 | 111 | 109 | 112 | 105 | 104 | 107 | 106 | 111 |
| | 1964 | 109 | 104 | 111 | 109 | 110 | 99 | 105 | 109 | 112 | 111 | 110 | 111 | 108 | 108 | 106 | 109 | 114 |
| | 1965 | 111 | 105 | 114 | 112 | 113 | 100 | 105 | 108 | 117 | 114 | 113 | 114 | 114 | 110 | 110 | 110 | 118 |
| | 1966 | 114 | 109 | 115 | 116 | 116 | 102 | 107 | 115 | 115 | 118 | 113 | 118 | 117 | 113 | 113 | 112 | 121 |
| | 1967 | | 112 | | | | 107 | 112 | 117 | 117 | | | | | | | | |
| | 1966 | +2 | +4 | +1 | +3 | +2 | +2 | +3 | +6 | —1 | +4 | Nil | +3 | +2 | +3 | +2 | +2 | +2 |
| | 1967 | +3* | +4 | | | | +5 | +5 | +2 | +1 | | | | | | | | |

*January-April.
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1.


# Report on Overseas Trade

**Prepared by the Statistics Division of the Board of Trade**

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THE QUEEN'S AWARD
TO INDUSTRY
1966 1967

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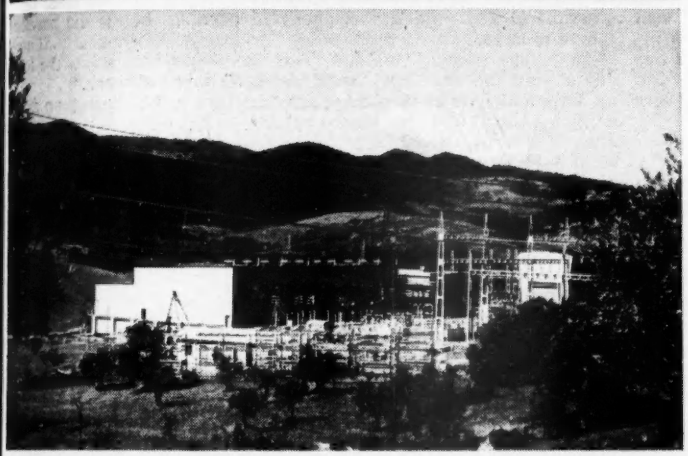
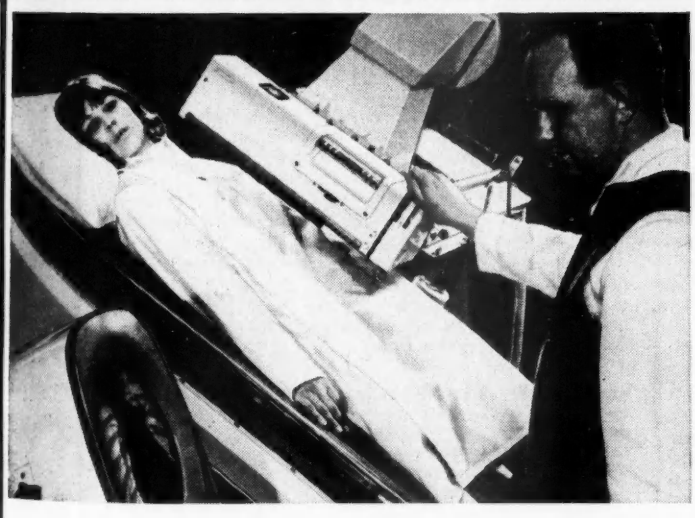
## A new way of teaching

Closed-circuit television is one of the most important new tools of teaching. A complete system to assist with teacher training, designed and installed by The Marconi Company, is now being used at Oastler College of Education, Huddersfield. Marconi systems have been ordered for more than 30 major colleges and universities in the United Kingdom. English Electric Valve Company supply the vidicons at the heart of most of the closed-circuit TV cameras made in Britain. EEV vidicons are the smallest and most compact TV tubes. They give very high resolution, high sensitivity, and short lag, with a long life and extreme reliability. There's never any danger of a blank screen in the middle of a lesson! *All in the world of English Electric.*



## D.C. Transmission between Sardinia and the Italian mainland

Power is now flowing through the new 260-mile d.c. transmission link between Sardinia and the Italian mainland—involving a triumph of British engineering. English Electric's D.C. Transmission Division designed the terminal stations of the link and supplied and installed the special electrical equipment for E.N.E.L., Italy's National Electricity Authority, under a £3 million contract. The designed maximum output of 200,000 kilowatts has been successfully transmitted between the terminals. The link is the longest under-water power connection in the world—over 70 miles of it is under the sea. English Electric is now supplying to the C.E.G.B. the terminal station equipment for Britain's first internal direct current power link. When it comes into service in 1970, this scheme will bring 640,000 kilowatts from Kingsnorth into London, a distance of 53 miles. *All in the world of English Electric.*



## Clearer X-ray pictures than ever before

New hospital X-ray equipment, developed by Marconi Instruments Ltd. and the English Electric Valve Company, gives a clearer picture than ever before, with less exposure to radiation for the patient. A 'Marionette' image intensifier, using an EEV image orthicon tube as the 'eye' of a special TV camera, is able to pick up a faint signal produced by a very small quantity of X-rays, and boost it by means of an electronic control unit so that the picture shows the greatest possible brightness and detail. The camera has a computer device which automatically adjusts brightness; pictures can be filmed, photographed and recorded on magnetic tape. Total cost can be up to 20% less than with conventional methods. Many of these equipments are already in use in hospitals at home and overseas. *All in the world of English Electric.*

# ENGLISH ELECTRIC

THE ENGLISH ELECTRIC COMPANIES · THE MARCONI COMPANIES · ENGLISH ELECTRIC COMPUTERS
ENGLISH ELECTRIC AUTOMATION · ENGLISH ELECTRIC VALVE COMPANY

# Metalworking machine tools, deliveries and orders in April

THE MINISTRY OF TECHNOLOGY provisionally estimate that in April 1967 total deliveries of machine tools amounted to just under £11 million and net new orders to just over £10 million. Orders outstanding fell by £¼ million and at the end of the month stood at about £92 million.

So far this year, both deliveries and net new orders have fluctuated month by month. The April figures, seasonally adjusted, were well below the March figures and only slightly better than the low levels in February. If the recently announced export orders, totalling around £10 million, are fully reflected in the May figures then the fluctuations will continue and the May picture will look much more cheerful than the figures now issued. It would be rash to view the April figures as indicating any further deterioration and it is probable that both orders and deliveries have now bottomed out.

## Home market

Seasonally adjusted home deliveries at £8¼ million were £1 million below March, but about the same as in February. The average of the latest three months at £9 million was nearly 10 per cent below the previous three months. Net new orders fell less sharply to just over £8 million and the average of the last three months was the same as the previous three months. In April deliveries and orders were about the same so that orders outstanding changed very little. They are now equivalent to about seven months' work, about 15 per cent below the level of a year earlier, when orders outstanding were near peak levels.

In spite of the recent fall home deliveries over the last 12 months totalled around a peak level of £115 million. Over the same period, however, home orders have declined to a 12 months' total of around £100 million so that the relative levels of orders and deliveries have been reversed as compared with the corresponding 12 months a year earlier. Then orders exceeded deliveries by around £15 million with a consequent big build up of orders outstanding which has since been almost completely reversed.

## Export market

Deliveries for export, seasonally adjusted, fell to £3 million, about the same as in February. The average of the latest three months, which included the high March figure, was £3¼ million, 13 per cent above the previous three months. Net new orders for export, however, fell to below £2 million, and the average of the latest three months at £2½ million was about 15 per cent below the previous three months. Orders outstanding for export fell by nearly £1 million to just over £27 million. This was 8 per cent below the level of a year ago and represented about 8½ months' work.

Export deliveries would appear therefore to be keeping up fairly

(*Continued on page* 1567)

**Table 1. Metal working machine tools orders and deliveries: recorded figures**

£ million

| | † Deliveries | | | Orders outstanding (end of period) | | | Net new orders (1) | | |
|---|---|---|---|---|---|---|---|---|---|
| | Total | For Export | Home | Total | For Export | Home | Total | For Export | Home |
| 1962 | 127·2 | 35·5 | 91·7 | 88·3 | 34·7 | 53·6 | 98·5 | 38·1 | 60·4 |
| 1963 | 114·2 | 39·2 | 75·0 | 69·0 | 29·2 | 39·8 | 94·9 | 33·7 | 61·2 |
| 1964 | 121·7 | 37·8 | 83·9 | 86·6 | 29·5 | 57·1 | 139·3 | 38·2 | 101·1 |
| 1965 (2) | 141·3 | 40·7 | 100·6 | 104·2 | 28·9 | 75·3 | 157·7 | 39·6 | 118·1 |
| 1966 | 149·1 | 35·8 | 113·3 | 100·6 | 29·5 | 71·1 | 145·5 | 36·4 | 109·1 |
| 1966 1st quarter | 37·9 | 9·1 | 28·8 | 104·9 | 28·3 | 76·6 | 38·6 | 8·5 | 30·1 |
| 2nd quarter | 35·6 | 7·9 | 27·7 | 107·7 | 30·0 | 77·7 | 38·3 | 9·6 | 28·7 |
| 3rd quarter | 37·4 | 9·4 | 28·0 | 105·4 | 30·3 | 75·1 | 35·2 | 9·7 | 25·5 |
| 4th quarter | 38·2 | 9·4 | 28·8 | 100·6 | 29·5 | 71·1 | 33·4 | 8·6 | 24·8 |
| 1967 1st quarter* | 41·2 | 10·2 | 31·0 | 93·0 | 27·9 | 65·1 | 33·6 | 8·6 | 25·0 |
| 2nd quarter | | | | | | | | | |
| 3rd quarter | | | | | | | | | |
| 4th quarter | | | | | | | | | |
| 1966 January | 10·9 | 2·5 | 8·4 | 106·5 | 29·5 | 77·0 | 13·2 | 3·1 | 10·1 |
| February | 11·6 | 3·0 | 8·6 | 104·1 | 28·3 | 75·8 | 9·1 | 1·8 | 7·3 |
| March | 15·4 | 3·6 | 11·8 | 104·9 | 28·3 | 76·6 | 16·3 | 3·6 | 12·7 |
| April | 10·5 | 2·2 | 8·3 | 107·5 | 29·6 | 77·9 | 13·1 | 3·6 | 9·5 |
| May | 12·0 | 2·8 | 9·2 | 107·3 | 30·2 | 77·1 | 11·8 | 3·4 | 8·4 |
| June | 13·1 | 2·9 | 10·2 | 107·7 | 30·0 | 77·7 | 13·4 | 2·6 | 10·8 |
| July | 11·3 | 2·6 | 8·7 | 110·8 | 30·9 | 79·9 | 14·4 | 3·5 | 10·9 |
| August | 11·2 | 3·1 | 8·1 | 108·8 | 30·9 | 77·9 | 9·2 | 3·1 | 6·1 |
| September | 14·9 | 3·7 | 11·2 | 105·4 | 30·3 | 75·1 | 11·6 | 3·1 | 8·5 |
| October | 12·3 | 3·4 | 8·9 | 103·9 | 30·2 | 73·7 | 10·8 | 3·3 | 7·5 |
| November | 12·8 | 3·1 | 9·7 | 103·1 | 29·9 | 73·2 | 12·1 | 2·9 | 9·2 |
| December | 13·1 | 2·9 | 10·2 | 100·6 | 29·5 | 71·1 | 10·5 | 2·4 | 8·1 |
| 1967 January* | 13·2 | 2·8 | 10·4 | 98·7 | 29·8 | 68·9 | 11·3 | 3·1 | 8·2 |
| February* | 12·3 | 3·2 | 9·1 | 96·4 | 28·4 | 68·9 | 9·9 | 1·8 | 8·1 |
| March* | 15·7 | 4·2 | 11·5 | 93·0 | 27·9 | 65·1 | 12·4 | 3·7 | 8·7 |
| April* | 10·8 | 2·6 | 8·2 | 92·3 | 27·1 | 65·2 | 10·1 | 1·8 | 8·3 |
| May | | | | | | | | | |
| June | | | | | | | | | |
| July | | | | | | | | | |
| August | | | | | | | | | |
| September | | | | | | | | | |
| October | | | | | | | | | |
| November | | | | | | | | | |
| December | | | | | | | | | |
| May 1966-April 1967* (3) | 152·8 | 37·3 | 115·5 | 92·3 | 27·1 | 65·2 | 137·5 | 34·7 | 102·8 |
| May 1965-April 1966 (3) | 142·4 | 37·6 | 104·8 | 107·5 | 29·6 | 77·9 | 156·2 | 37·4 | 118·8 |
| Percentage change | +7 | —1 | +10 | —14 | —8 | —16 | —12 | —7 | —14 |

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) Orders outstanding refer to end of 12-month periods.

# VICKERS

## Progress on a new course

*At the 100th Annual General Meeting of Vickers Limited held on the 8th June the Chairman, Sir Charles Dunphie, reviewed developments* "since it became clear in the late 1950's that Vickers had to change from being primarily an armaments manufacturer to being primarily a manufacturer of commercial products".

In this century, he said, there had been two world wars.

The role of Vickers—a role which at times brought the Company much odium—was to provide weapons. It built famous fighting ships for the Navy, from aircraft carriers and battleships to submarines: it provided guns, tanks and shells for the Army: it designed and built aircraft such as the Spitfire and the Wellington for the Air Force.

On the occasion of our centenary it is right that we should recall these achievements and should pay tribute to the men and women of Vickers, at every level, who performed these massive feats of design, organisation and production.

Today it is our hope that we have moved into a period when the emphasis can be increasingly placed on service in peace, and that, indeed, is the basis for our thinking and planning.

With the advent of nuclear weapons the defence policy of this country no longer requires the maintenance in private industry of extensive capacity for the manufacture of conventional armaments, and it is no longer Vickers policy to do so except in those areas where a clear need continues and where satisfactory arrangements can be made. One thinks particularly of the nuclear submarine programme. It is highly unlikely that this programme could have been undertaken in this country had it not been for the experience and expertise accumulated by Vickers, and we expect that at Barrow the Shipbuilding Group will continue to be fully and profitably engaged for some years ahead on this work.

In this respect, therefore, and in some others, Vickers continues as an armaments manufacturer, but the fact remains that today the emphasis is on movement into growth areas of commercial engineering where Vickers can reasonably expect to achieve positions of eminence no less dominant than those earlier achieved in weapons manufacture.

Planning an entirely new strategy for a Group as large, diverse and entrenched as Vickers was obviously not something that could be done overnight. It had necessarily to go through an evolutionary process and as thinking proceeded action had to be taken in the light of changing circumstances.

At an early stage two major decisions were taken. In 1959 the Board decided to provide a large amount of additional loan capital for English Steel Corporation towards the cost of financing a new plant at Tinsley Park to meet the expected demand for special and alloy steels. Then in 1960 came the decision to put Vickers aviation interests into the British Aircraft Corporation.

At the same time, action proceeded to identify areas of commercial engineering where effort and resources could be concentrated to best effect: to determine those activities which it would be wise to eliminate: to streamline management and organisation: to review plant and equipment so that full advantage could be taken of advances in technology: and to improve and expand facilities for training and education throughout the Group.

As a check on its own thinking, and to seek the stimulus of other thinking, the Board decided towards the end of 1963 to commission a study by the well-known management consultants, McKinsey and Company Inc. This study proceeded during 1964 and proved a valuable catalyst.

Along the course thus charted we have sought to press forward during the past two years, particularly by acquisition and development in printing machinery, office equipment, medical engineering and chemical engineering. Enough has already been accomplished in these "new" areas to warrant confidence in their prospects, and in each area we shall seek to gain positions of increasing strength.

To its other engineering products, Vickers has applied the same yardstick of growth and profitability.

To see the way ahead gives confidence and strength. But it is still necessary to contend with developments and hazards over which one has little control.

In recent years Vickers has had its full share of problems arising in this way. Three of the industries in which the Company has a major interest—aircraft, steel and shipbuilding—have all had to face major difficulties, and the general economic situation has developed unfavourably.

In aircraft, the Company built the VC10, widely acclaimed as a superb machine, yet in financial terms a setback which greatly delayed the Company's movement into new growth areas.

In steel, the Company had expected to reap a profitable return from its large investment in the Tinsley Park project, but by the time the new plant came into full operation the steel industry was suffering from a major recession and the position was then aggravated by uncertainties about nationalisation.

In commercial shipbuilding, the creation of additional capacity throughout the world, and especially in Japan, made a severe impact on the profitable operation of British yards and for Vickers the position at Naval Yard was rendered still more difficult by shortage of skilled labour.

So, too, during the past 12 months it has been necessary to contend with a falling away in some areas of business due to the Government's measures to protect the balance of payments, and this is still the position.

All these extraneous factors hinder our progress though they certainly do not prevent it.

I have spoken both of our plans for moving into new areas and of our inability to do so as quickly as we wished because of the heavy load of debt we have had to carry. Later this year we expect to receive the compensation due to us from the nationalisation of steel. We shall then possess the resources to give a further impetus to our plans. The extent to which we are able to do so must still be affected by the general economic situation—and there are many uncertainties—but we shall no longer be inhibited by lack of immediately available resources.

VICKERS HOUSE MILLBANK TOWER MILLBANK LONDON SW1

*Advertisement of Company Meeting*

# ARMSTRONG WHITWORTH (METAL INDUSTRIES) LIMITED

## MR. F. J. W. WILLIAMS' STATEMENT

*The Thirty-seventh Annual General Meeting of Armstrong Whitworth (Metal Industries) Limited will be held on 29th June at Church House, Westminster, London, S.W.1.*

The following is the Statement by the Chairman, Mr. F. J. W. Williams, QC, circulated with the Report and Accounts for the year ended December 31, 1966.

In my Statement attached to the Accounts for the year ending December 31, 1965, I commented that the year had been difficult for the Engineering and Foundry Industries. Further, I said that with the extremely difficult conditions then prevailing and having regard to the adverse effect of the Government's policy on sales of capital goods, I felt that I would not be justified in forecasting the outcome of 1966 with optimism.

In my Interim Report issued on December 31, 1966 attention was again drawn to the extremely difficult conditions prevailing which had reduced both the order book and turnover with the inevitable result that profit margins were lower.

During 1966 there was no relief from the Government's measures introduced in and since 1965 to restrain the economy and the effects on the year under review have been marked.

There is no doubt that manufacturing capacity available both at home and abroad far exceeds the present market demand. As a result our production capacity was not fully employed which, coupled with the ever constant pressure of rising costs, has seriously affected our trading results.

The turnover for the year has fallen by approximately 13½ per cent when compared with 1965. The Group net profit before tax is £108,983 (after tax £53,089). In 1965 the Group net profit before tax was £247,427 (after tax £154,050). The result for the year under review is disappointing but not unexpected.

The Company can no longer pay net dividends out of taxed income therefore the cost of dividend distribution is correspondingly increased. The effect of this, together with the reduced profit, has resulted in your Directors recommending a dividend on Ordinary Share capital amounting in total to 7½ per cent for the year compared with 15 per cent for the previous year, but in order to pay this dividend it will be necessary to utilise part of the Company's reserves.

### HOME AND EXPORT MARKETS

There has been no indication of improvement in our home and export markets. Indeed it is true to say that the position has deteriorated due to the falling world demand for steel together with the uncertainty created by the Nationalization of the United Kingdom Steel Industry. This has had an adverse effect on our Roll Manufacturing Division.

The credit restrictions together with a "cut back" in the civil engineering programme at home has curtailed the expansion which our Quarry Plant Division has experienced over preceding years.

The position in the General Engineering Department has followed in general that of the preceding year but the severe competitive conditions now prevailing have resulted in lower profit margins in all markets despite the improvements which have been made in production efficiency.

The Coal Mining Industry during the year has undergone major reorganization and the closure of a large number of Mines has appreciably reduced its requirements for the type of equipment which your Company manufactures.

The expectations for the demand for Oilfield Drilling and kindred equipment have not materialized to the extent for which we hoped particularly in view of the North Sea operations.

The Iron and Steel Foundries being prime producers may be considered a barometer of the capital equipment market and during the year under review our foundries have been operating at a reduced level and indeed, for periods on short time.

We have continued our drive on the export side both by intensive cultivation of our existing markets and the exploration of new territories. Price competition, coupled with credit demands, makes this business difficult and costly and it must be supported by a strong home market, which the present economic climate restricts.

I referred in my previous Report to the acquisition in May 1966 of Danforth Jackson and Company Limited who supply a wide range of high efficiency marine anchors and also compasses. The name of this wholly owned subsidiary has now been changed to Armstrong Whitworth (Marine) Limited. Since acquisition the sales have increased considerably in both the home and export markets and have provided additional work in our Steel Foundry. As yet, this company has not contributed materially to the Group profits.

To meet what we consider is a demand in the marine world for a specialized consultancy service dealing with all types of mooring problems, a subsidiary company has been established in the name of Ocean Mooring (Consultants) Limited.

### DEVELOPMENT WORK

During 1966 a considerable amount of development work has been carried out in order to improve not only our existing products but to add to our range. This work is continuing during the coming year as it is felt that when the decline in demand is reversed, the company will be in an excellent position to take full advantage of the home and overseas markets.

As in 1966, we are during the present year continuing our policy of reorganization for greater efficiency and a carefully planned programme of new and replacement plant is being carried out.

The value of orders on hand at the commencement of 1967 was appreciably lower than that at the start of the year under review. Since then there has been some improvement but it is too early to speculate on the pattern of the year ahead as a whole, especially in view of the present economic position both at home and abroad.

In conclusion I wish to thank all my co-Directors for their support and all the Companies' employees for the good work they have done in what has proved to be a difficult year.

MACHINE TOOL PRODUCTION, *continued*

well if below the peak level of over £40 million per annum in 1965 and, as with home deliveries, if not to the same extent, at the expense of a fall in the outstanding order book. After the decline in 1963 the latter has remained around £30 million for three years and has only in the last few months continuously declined from that figure. The big orders just announced, however, should put the total right back to the peak level of 1962 if fully reflected in future returns from the manufacturers.

The current monthly figures shown on the tables below are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of more complete information obtained from the quarterly inquiry covering metalworking machine tools.

**Table 2. Metal working machine tools orders and deliveries: Seasonally adjusted**

£ million

| | Deliveries | | | Orders outstanding (end of period) | | | Net new orders (1) | | |
|---|---|---|---|---|---|---|---|---|---|
| | Total | For Export | Home | Total | For Export | Home | Total | For Export | Home |
| 1962 | 127·2 | 35·5 | 91·7 | 88·9 | 34·4 | 54·5 | 98·1 | 37·9 | 60·2 |
| 1963 | 114·2 | 39·2 | 75·0 | 69·7 | 29·0 | 40·7 | 95·0 | 33·8 | 61·2 |
| 1964 | 121·7 | 37·8 | 83·9 | 87·8 | 29·5 | 58·3 | 139·8 | 38·3 | 101·5 |
| 1965 (2) | 141·3 | 40·7 | 100·6 | 105·8 | 28·8 | 77·0 | 159·3 | 40·0 | 119·3 |
| 1966 | 149·1 | 35·8 | 113·3 | 102·7 | 29·4 | 73·3 | 145·9 | 36·3 | 109·6 |
| 1966 1st quarter | 34·8 | 8·1 | 26·7 | 107·2 | 29·3 | 77·9 | 36·2 | 8·7 | 27·5 |
| 2nd quarter | 36·9 | 8·3 | 28·6 | 109·0 | 30·2 | 78·8 | 38·6 | 9·1 | 29·5 |
| 3rd quarter | 39·4 | 10·1 | 29·3 | 107·0 | 29·8 | 77·2 | 37·5 | 9·7 | 27·8 |
| 4th quarter | 38·0 | 9·3 | 28·7 | 102·7 | 29·4 | 73·3 | 33·6 | 8·8 | 24·8 |
| 1967 1st quarter* | 38·1 | 9·2 | 28·9 | 96·1 | 29·0 | 67·1 | 31·6 | 8·8 | 22·8 |
| 2nd quarter | | | | | | | | | |
| 3rd quarter | | | | | | | | | |
| 4th quarter | | | | | | | | | |
| 1966 January | 11·0 | 2·3 | 8·7 | 106·5 | 29·6 | 76·9 | 11·6 | 3·1 | 8·5 |
| February | 10·9 | 2·7 | 8·2 | 104·2 | 28·8 | 75·4 | 8·6 | 1·9 | 6·7 |
| March | 12·9 | 3·1 | 9·8 | 107·2 | 29·3 | 77·9 | 16·0 | 3·7 | 12·3 |
| April | 11·3 | 2·5 | 8·8 | 108·8 | 30·4 | 78·4 | 12·9 | 3·6 | 9·3 |
| May | 12·0 | 2·9 | 9·1 | 108·5 | 30·6 | 77·9 | 11·6 | 3·1 | 8·5 |
| June | 13·6 | 2·9 | 10·7 | 109·0 | 30·2 | 78·8 | 14·1 | 2·4 | 11·7 |
| July | 11·9 | 2·9 | 9·0 | 110·2 | 30·8 | 79·4 | 13·2 | 3·5 | 9·7 |
| August | 13·6 | 3·8 | 9·8 | 107·0 | 30·3 | 76·7 | 10·3 | 3·3 | 7·0 |
| September | 13·9 | 3·3 | 10·6 | 107·0 | 29·8 | 77·2 | 14·0 | 2·9 | 11·1 |
| October | 13·1 | 3·5 | 9·6 | 104·9 | 29·5 | 75·4 | 10·9 | 3·1 | 7·8 |
| November | 12·6 | 3·2 | 9·4 | 104·3 | 29·4 | 74·9 | 12·1 | 3·1 | 9·0 |
| December | 12·3 | 2·6 | 9·7 | 102·7 | 29·4 | 73·3 | 10·6 | 2·6 | 8·0 |
| 1967 January* | 13·3 | 2·7 | 10·6 | 99·4 | 29·8 | 69·6 | 10·0 | 3·1 | 6·9 |
| February* | 11·6 | 2·9 | 8·7 | 97·2 | 28·9 | 68·3 | 9·4 | 2·0 | 7·4 |
| March* | 13·2 | 3·6 | 9·6 | 96·1 | 29·0 | 67·1 | 12·2 | 3·7 | 8·5 |
| April* | 11·7 | 3·0 | 8·7 | 94·3 | 27·8 | 66·5 | 9·9 | 1·8 | 8·1 |
| May | | | | | | | | | |
| June | | | | | | | | | |
| July | | | | | | | | | |
| August | | | | | | | | | |
| September | | | | | | | | | |
| October | | | | | | | | | |
| November | | | | | | | | | |
| December | | | | | | | | | |
| Average of the latest 3 months* (3) | 12·2 | 3·2 | 9·0 | 94·3 | 27·8 | 66·5 | 10·5 | 2·5 | 8·0 |
| Average of the previous 3 months* (3) | 12·7 | 2·8 | 9·9 | 99·4 | 29·8 | 69·6 | 10·9 | 2·9 | 8·0 |
| Percentage change | —4 | +13 | —9 | —5 | —7 | —4 | —4 | —14 | N/C |

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) Orders outstanding refer to end of 3-month periods.


# INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

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## Exhibitions and Fairs

# *Britain's 'Herculean effort' at Paris air show*

### *A report from the British Embassy, Paris*

THE 27th Paris International Air Show was held at Le Bourget Airport, Paris, from May 26 to June 4, 1967. It was the largest air show ever held in Paris and, for that matter, in the world. Sixteen nations were represented by 510 exhibitors and 189 aeroplanes or helicopters were on show. The covered exhibition halls of the 27th Air Show exceeded in area those of the 26th by 50 per cent, passing from 38,000 square metres to 55,000 square metres. In addition, rockets, missiles and industrial materials covered a surface of 20,000 square metres in the open air and 50,000 square metres were reserved for the static display of aircraft and helicopters of all shapes and sizes, the Russian rocket Vostock and last, but far from least, the full-size model of the Anglo-French supersonic Concord.

It is understandable that the four great powers – the United Kingdom, France, the United States and Russia – dominated the show. The size of the British participation may be judged by the fact that, of the 510 exhibitors and 189 aircraft present, 150 and 100 respectively were British. This was a considerable increase on previous years. Britain took advantage of the immense popularity of this show, where there is the biggest annual get-together of everyone of importance in the aerospace industry, to show that she is a leading aerospace supplier to the world.

Where in 1965 official British participation in the 26th Salon was limited – apart from static and flying aircraft – to a 150 square metres Ministry of Aviation stand devoted mainly to research in aerospace industry, particularly in the Concord project, this year's effort was Herculean by comparison. Apart from a 1,440 square metre British Information Centre outside which was a 1,700 square metre open-air site exhibiting rockets and missiles for civilian and military use and satellite tracking stations, the Ministry of Technology and members of three British federations made a most impressive display over an area of 1,217 square metres in the aircraft components hall C.1. In fact, one quarter of the vast hall was used by British industry.

The Centre's centre-piece emphasized British export achievements to more than 150 countries, with 90 different foreign military aircraft and 97 civil aircraft overseas using British engines and equipment. Also publicized was an impressive list of British 'firsts' in aviation progress. The Ministry of Technology, the Office of the Head of Defence Sales, HM Services and SBAC each had its own information stand in the Centre.

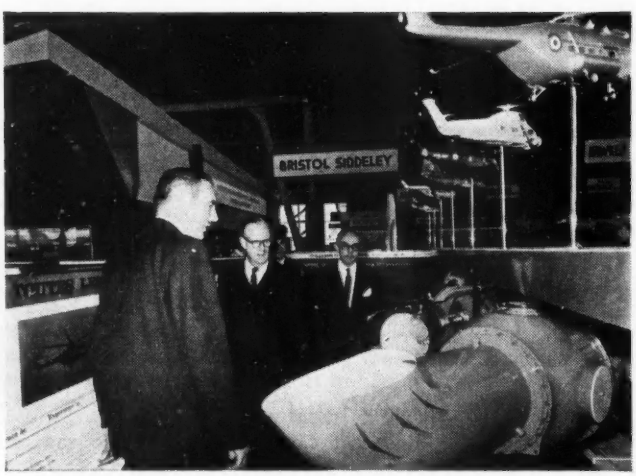
The Ministry of Technology, on a 200 square metres stand, demonstrated the research made by government departments in the field of aerospace. The Royal Aircraft Establishment exhibits showed what research had been undertaken in the intake development of the P.1127, the production of carbon fibres, precision-moulded graphite electrodes, aircraft arresters and on the first Black Arrow Utilization Satellites; the Royal Radar Establishment dealt with epitaxial growth of semiconductors, dielectrics and the intra-cavity second harmonic generation; the Explosives Research and Development Establishment showed whiskers and asbestos fibres of exceptional strength and 'instant surfaces', while the Rocket Propulsion Establishment concentrated on ultrasonic inspection equipment.

The three federations sponsoring the joint venture participations were the Society of British Aerospace Companies Ltd. (SBAC), the Society of Environmental Engineers (SOEE) and the Kingston and Thameside Export Club. The joint venture stands were financed by the Board of Trade and were both practically and attractively designed by the Central Office of Information, as was the Ministry of Technology stand and the interior of the British Information Centre.

The SBAC joint venture stands, covering an area of 424 square metres, were manned by 40 of their members, many of whom had never been to the Paris Air Show before. Their exhibits covered a tremendous range of machines and parts essential in the aviation and aerospace age – de-icing and flight refuelling equipment, electronics, gyroscopes, valves, hydraulics and pumps – to mention but a few. Apart from these joint venture participants, over 110 other members of SBAC were scattered, in their appropriate sections, throughout the exhibition.

The stands of the Society of Environmental Engineers covered an area of 476 square metres and were manned by 20 members of the Society. Their exhibits included testing equipment for speed, vibration, shock, pressure, temperature, metal fatigue – in fact everything concerning the effects of environment upon aircraft and their components.

The third joint venture in this year's show – that by six members of the Kingston and Thameside Export Club – covered an area of 110 square metres. Exhibits included equipment for aviation fuel distribution, transducers and power supply modules, test instrumentation, magnetic recording heads and transformers; anticorrosion finishes and a wide variety of electronic equipment.



*British participation this year was the largest ever at the Paris Air Show, held from May 26 to June 4; three joint venture stands were organized there in co-operation with the Board of Trade. Left: Sir Patrick Reilly, British Ambassador to France, visited the Bristol Siddeley stand during his tour of British exhibits in the show. Right: a general view of one of the British sections.*

The value of the Paris Air Show to the aerospace industry varies from manufacturer to manufacturer, depending to a large extent on the size of the company. The large aircraft and engine constructors generally consider that little business results from their presence there as their latest products, which get immediate world-wide publicity, would have been already sought after by prospective buyers anyway. Nevertheless it gives them an excellent opportunity to renew business contacts coming from the four corners of the earth and this public relations activity is valuable in itself. For the smaller manufacturer, however, whose products are not widely known, the Paris Air Show is a most profitable exhibition. As everyone who is anyone in the aircraft world goes to it their products get maximum publicity. Most of the smaller British firms, especially those who took part in the joint ventures, were extremely pleased with their participation.

The importance of this air show to the British industry and to the British Government was demonstrated not only by the massive official and unofficial participation in it but by the importance of its visitors. The show was inaugurated on May 26 by General de Gaulle, who visited the British Information Centre. On May 31 Her Majesty's Ambassador to France, Sir Patrick Reilly, spent the day visiting a large number of British participants, and those he had insufficient time to see were visited the following day by Mr. W. B. J. Ledwidge, the Minister at the Embassy. On varying days visits were also made by Mr. Mallalieu, Minister of State, Board of Trade; Mr. Wedgwood Benn, Minister of Technology; Mr. Mason, Minister of Defence (Equipment); Mr. Reynolds, Minister of Defence (Administration); Mr. Merlyn Rees, Minister of Defence for the Royal Air Force, and Lord Beswick, Governmental Spokesman for Aviation in the House of Lords.

## *Silver cup for British Week football match*

A COMMEMORATIVE silver cup, to be known as the Haig British Week Trophy, is to be presented to the winners of the football match at the Heysel Stadium, Brussels, between English League and Belgian National League teams, which will be one of the highlights of the British Week next autumn.

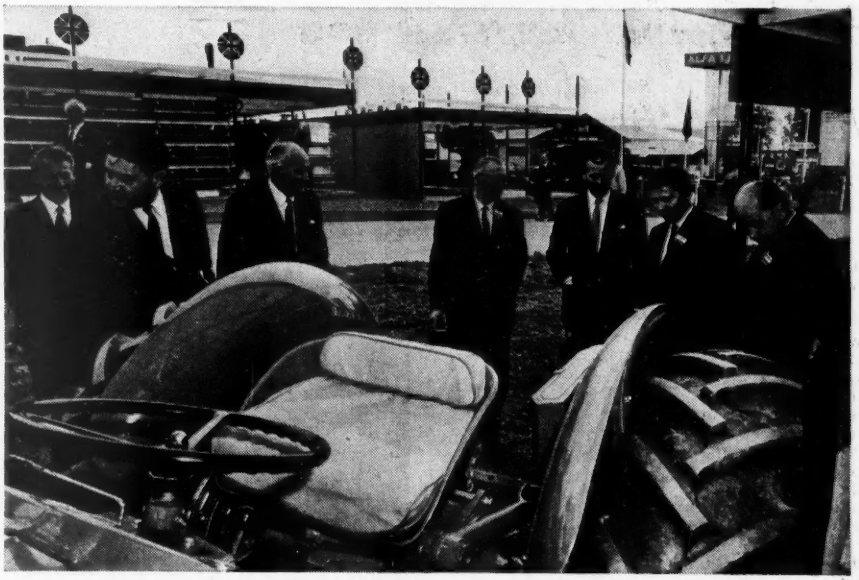
The cup will be provided by the Etablissements Raoul Beaumaire SA of Brussels, Belgian representatives of John Haig and Co. Ltd., and is being specially designed and made by M. Freddy Wolfers, master silversmith of Brussels, who is also making souvenir medals for the players and officials of both teams. Both cup and medals will be presented to the teams after the match by HE Sir Roderick Barclay, HBM Ambassador to Belgium.

The Heysel stadium, which can accommodate some 64,000 people (over 6,000 in the grandstand alone), will have a true 'Wembley' atmosphere for this event, with London policemen and three or four British military bands in attendance, including those of the Life Guards and Irish Guards.

**OVERSEAS COMMERCIAL POSTS**

*Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of May 19 issue.*

# *ELMIA 1967: Sweden's agricultural and forestry fair*



*Gathered round to look at the Godwin tyre ballast pump at the ELMIA Fair, Jönköping, are, left to right: Mr. T. H. Abraham, British vice-consul; Mr. S. af Geijerstam, provincial governor, Jönköping; Mr. P. D. Stobart, HM Consul-General; Mr. A. W. Williams, Rural Industries Bureau; Mr. S.-E. Nilsson, Cabinet Minister without Portfolio; Mr. Herbert and Mr. Phillips, both of H. J. Godwin Ltd.*

### *A report from the British Consulate-General, Gothenburg*

THE ELMIA FAIR is held annually in Jönköping, the city at the southern extremity of Lake Vättern where Sweden's richest agricultural area meets the forest belt. British firms exhibit regularly at ELMIA and the Board of Trade maintain a small permanent pavilion at the fair to act as a nucleus for joint venture exhibits. This year, British participation was much larger than ever before and included joint venture exhibits from the Rural Industries Bureau, the British Agricultural Export Council, the National Pony Society and the Godolphin Stud. In addition, a good deal of British equipment, particularly British tractors which tend to dominate this market, was displayed on the stands of a number of firms represented independently at the fair.

ELMIA was opened on June 1 by Mr. Sven-Eric Nilsson, Minister without Portfolio in the Swedish Government. The opening day was also Britain's National Day at ELMIA. The official party visited in detail the British exhibits and then attended a reception given jointly by the British Consul-General and the exhibitors in the representational suite of the ELMIA Secretariat. At this party were present the Minister, the Provincial Governor, Mr. Sven af Geijerstam, the Mayor of Jönköping, Mr. Lagerberg, HM Ambassador Sir Archibald Ross, as well as a large number of important figures in the Swedish agricultural and forestry world.

The British participation got off to a good start. The British exhibits were extremely varied because the Rural Industries Bureau represents not merely producers of items used in agriculture but also a number of small industries established in the country whose products are not necessarily connected with farming. Most exhibitors have reported satisfactory results.

Jönköping is a good centre for such a fair because not merely does it border on both forest and agricultural land, but it is also in an extremely central position for buyers from countries other than Sweden. Communications with the rest of Scandinavia are on the whole good and are improving. Exhibitors were pleased to find that they were able to do business not merely with Swedes but also with Danes, Finns and Norwegians who visited ELMIA.

It is always amusing to note the surprise shown by our European neighbours when they realize that Britain's agriculture is an industry of the first importance. A nation of nearly 55 millions which produces half its food requirements and has what is perhaps the highest agricultural production per worker in all Europe obviously has a great deal to export by way of labour-saving equipment for farming. Whether it be agricultural vehicles, implements, tractors, poultry equipment or almost anything one may name, Britain has a great deal more to offer than most of her European competitors.

Unfortunately Swedish regulations governing the import of cattle still do not permit this important side of British agriculture to be shown, although the Swedish Hereford Society themselves displayed Herefords of British stock.

Riding is becoming an increasingly popular pastime in Sweden and British ponies are already doing well in the market and no doubt will do even better after the ELMIA displays.

Associated with the fair was an International Forestry Conference at which one of the three main speakers was Mr. J. Scott McBride of the Timber Research and Development Association who spoke about the various uses of wood products in the United Kingdom.

ELMIA is an annual event and its importance in the exhibition and fair world is steadily gaining. Future ELMIA fairs are therefore likely to be of considerable interest to our exporters.

# Further British successes at Spring Interstoff

***A report from the British Consulate-General, Frankfurt***

FIFTY British firms this year kept up the tradition of strong British participation at the Spring Interstoff, held at the Frankfurt Fair grounds from May 23 to 26, at which collections were shown for the spring and summer season of 1968. There were 471 direct exhibitors from 19 different countries and nearly 12,000 trade visitors – a considerable (13 per cent) increase over the previous highest total – of whom about 45 per cent came from outside Germany.

The Textile Promotion Consultative Committee and the Board of Trade collaborated once again in a 'joint venture' group display, which this year comprised 38 firms, the highest yet at a Spring Interstoff. The stands were mostly in one large block, which was headed by the Textile Promotion Consultative Committee's information stand. This was manned by representatives of the National Wool Textile Export Corporation, the Silk and Man-made Fibres Users' Association, the Cotton Board and the British Embassy in Bonn. As always, sample lengths of cloth from British manufacturers were kept on show here and the stand was kept very busy answering queries and acting as a springboard for interested buyers into the main pool of the British exhibitors.

All sectors of the British exhibitors reported good results from this Fair, in spite of the slightly intensified competition apparent in this year's dealings, due to an increase in available textiles competing, in so far as Germany is concerned, for a slightly depressed market. Once again participants throughout the Fair expressed their satisfaction, although the members of the two main groups of the Common Market and the European Free Trade Association were finding it increasingly difficult to break into the opposing camp's market to any major degree. Thus the pattern of British successes tended to be in business transacted with EFTA and Commonwealth countries, notably Canada. For quite a few firms sample orders alone went into four figures and promised excellent business during the next year. The independent British exhibitors, many of whom have been at Interstoff for years, were also very successful, matching well the design and dressing of rival stands.

At the end of the Fair, the authorities noted the move this year away from the high-priced haute couture lines into the fashionable but medium-priced range, a move reflecting the uncertainty in the market at present. The vivid, bright pastel shades will continue to dominate young fashion over the next year, although the 'shock' element of colour juxtaposition is being replaced by a move towards a straightforward freshness and gradation more in the traditional style.

On the third day of the Fair, the joint venture stands were visited by HM Consul-General at Frankfurt, Mr. A. H. Ballantyne, to whom the exhibitors were able to report their continued success. In spite of a gentle slackening in the market, the British textile industry, in the shape of all those exhibiting at Interstoff, has again kept up the momentum of the ever-increasing British competition in the world's textile markets. From the traditional high-quality textiles for which we have always been known abroad, to the new textiles reflecting the young sweep of swinging London fashions, the best in British textiles has again made its mark at this most important textile trade fair.

*Buyers examine sample lengths of cloth from British manufacturers on a joint venture stand at the Spring Interstoff, Frankfurt. The Textile Promotion Consultative Committee and the Board of Trade collaborated in organizing a joint venture at the Fair, which comprised the highest number of firms ever exhibiting at a Spring Interstoff.*

## CoID 'Quality and Reliability' exhibition

AN EXHIBITION designed to explain to management, industrial staff and the general public the key factors affecting quality and reliability in domestic and engineering products was opened at the Design Centre on June 5 by Mr. Harold Lever, Parliamentary Under Secretary to the Department of Economic Affairs. The other speakers at the opening were Lord Netherthorpe, a past chairman of the British Productivity Council, and Sir Duncan Oppenheim, chairman of the Council of Industrial Design. The exhibition, which closes on July 15, has been organized by the Council of Industrial Design in association with the British Productivity Council and the National Council for Quality and Reliability as one of the major features of the current Quality and Reliability Year.

Eight stages in the industrial process – market research, technical research, design and development, relationships with suppliers, production, inspection, distribution and sales – are examined in the exhibition to show how each affects the quality and reliability of the product. The stages are illustrated with case histories, some of which include working models and demonstrations which can be operated by visitors.

The exhibition emphasizes that these eight stages are closely interconnected and that quality and reliability can only be achieved by the co-ordination by management of all these activities.

Three one-day seminars are being arranged by the British Productivity Council at the Design Centre during the period of the 'Quality and Reliability' exhibition. The seminars, to be held on June 13, 14 and 21 will each give a broad outline of quality control, covering such subjects as the economics of quality, process control, process investigation, and inspection and sampling. The seminar leader will be Mr. C. S. Smith, vice-principal of Cornwall Technical College.

*See also report on EOQC Conference, page 1536.*

*An interesting ceremony took place on the Bryce stand at the World Fishing Exhibition, held at Olympia from June 1 to 7, when a permanent exhibit which will be placed in the new Rail Traction Hall of the Science Museum in London was presented to Museum officials. Typical of fuel injection equipment used on diesel engines powering British Rail locomotives, it consisted of a CC-size pump and T-size holder, both fully sectioned and show-finished. Picture shows Mr. F. Lebeter (keeper) and Colonel T. M. Simmons (assistant keeper) of the Rail Traction Hall receiving the Bryce exhibit from Mr. John Mustart, Bryce sales engineering manager (home).*

# Britain exhibits at Spanish mining fair

***A report from the British Embassy, Madrid***

THE FIRST International Fair for Mining, Ore Deposit and Quarry Machinery was held in Gijón, in northern Spain, from May 15 to 23.

Gijón is a key port serving one of the important coal mining areas in Spain, and the fair attracted a large number of national and foreign exhibitors. The Spanish authorities are co-operating closely with the mine owners in re-equipping and modernizing the mines and there was the prospect of important business. Of a total of over 280, Spain was represented by 125 firms, France by 43, Germany 41 and the United Kingdom 34. These figures however, rather understate the significance of British participation. The fair covered an area of 37,000 square metres, including exhibition halls with a display space of 4,000 square metres. The value of the exhibits shown was said to be over £1½ million.

The Board of Trade, in collaboration with the Association of British Mining Equipment Exporters, organized a joint exhibit at the fair, which attracted a great deal of attention. Sixteen members of the Association took part in this joint venture and the display covered an area of approximately 900 square metres of outside space.

Many types of modern mining machinery were exhibited on the combined stand, giving visitors an excellent impression of the way in which the British mining machinery industry could help to overcome the very special difficulties that arise in mining coal from the nearly vertical seams which occur in northern Spain. The open site enabled the exhibitors to demonstrate their heavy mining machinery, such as coal cutters, mechanized pit props and conveyor belt systems. The Association's exhibit was, in fact, a follow-up to their mission to Spain in November 1965, and participation in this joint venture at Gijón enabled members to develop further the interest they had aroused in the mining companies at that time.

The attendance at the fair was good, and the organizers report that there was a total of 120,000 visitors during the time it was open. An international conference on mining and metallurgy was held at the same time in the neighbourhood and many of those taking part took the opportunity to visit the fair. Mr. H. E. Collins, advisor to the National Coal Board, attended this conference and visited the fair with other delegates.

May 22 was the British Day at the fair. Sir Alan Williams, Her Majesty's Ambassador in Spain, took part in the ceremonies inaugurating this and was present at a number of events to mark the occasion. Perhaps the most important of these was a symposium on the problems of Spanish mining and the contribution which British technology in the mining field could make to their solution. Since the fair closed, the Embassy have received a number of most encouraging comments on the value of this discussion.

## HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 7146).

*The British Ambassador in Madrid, Sir Alan Williams (left), and Mr. L. W. Needham, chairman of the Association of British Mining Equipment Exporters, meet at the Gijón Mining Machinery Fair.*

# British Furniture Exhibition, Brussels

***A report from the British Embassy, Brussels***

NEARLY THIRTY British furniture manufacturers took advantage of a joint venture scheme offered by the Board of Trade and displayed a wide selection of British furniture in Brussels from May 18 to 21. The exhibition was organized by the British Furniture Manufacturers' Federated Associations and the object was, with British Week in Brussels only four months away, to take orders for British furniture in time for the Week. Many of the exhibitors displayed reproduction furniture which has traditionally sold well in Belgium; others concentrated on contemporary styles. The exhibition also included several bedding and carpet manufacturers.

The display was extremely well designed and the furniture was set out against a background of tastefully arranged room settings. The exhibitors were fortunate in being able to use the excellent exhibition centre at the Centre Rogier in the heart of Brussels.

An opening ceremony and reception was held on the evening of the first day. Mr. A. Abel Smith, vice-chairman of the Export Council for Europe, performed the official opening in the company of Mr. J. R. Wraight, commercial counsellor at the British Embassy, Brigadier A. L. W. Newth, chairman of the British Furniture Manufacturers' Export Club Ltd., Mr. D. D. Mitchell, chairman of BFM Exhibitions Ltd., and Mr. L. W. L. Alston, president of the British Furniture Manufacturers' Federated Associations. About 100 representatives of the Belgian furniture trade and press were present.

The show was open only to trade buyers, although of course it was difficult to prevent interested members of the public from paying a visit. The British Furniture Manufacturers' Federated Associations had undertaken a considerable publicity campaign with advertisements in the trade press and direct mail shots to 5,500 furniture dealers. Many of the exhibitors, and particularly the reproduction furniture manufacturers, were well satisfied with the results of their efforts. Others were disappointed that more buyers did not attend the exhibition despite what appeared to be the most favourable conditions for a display of this sort. The answer is perhaps that Belgium is an extremely difficult market for furniture, having a strong manufacturing industry of its own and taking the bulk of its imports from its Common Market neighbours, France, Germany and Holland. The Belgian buyer is accordingly a difficult customer since he is used to having manufacturers knocking on his door who in most cases enjoy a substantial tariff advantage over their British competitors.

Nevertheless, the fact that so many exhibitors were able to take important orders shows that buyers did attend with their order books; those who were less successful would have at least gained a first-hand and realistic acquaintance with the demanding Belgian market. The exhibition was all in all a successful and well organized venture and illustrates once again the efforts which British businessmen are making to take advantage of the tremendous opportunities which are offered by the British Week in October.

# Sir William Fiske to open Business Efficiency Exhibition

OVER 160 companies will be exhibiting at the 60th national Business Efficiency Exhibition at Olympia, London, in October. Organized by the Business Equipment Trade Association, the BEE – open to the public from October 3 until October 11 – will occupy some 170,000 square feet of stand space in Olympia's Grand and National halls.

At an inaugural luncheon on October 2 – preview day for the industry's own guests and the press – the exhibition will be officially opened by Sir William Fiske, chairman of the Decimal Currency Board.

## BOARD OF TRADE REGIONAL OFFICES

*The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems.* *(Addresses on page 1522 of June 9 issue.)*

# Overseas Trade and Exports

## TRADE AND FINANCIAL ARRANGEMENTS

### *Contracts from British aid loans approved*

THE MINISTRY of Overseas Development announce that contracts have recently been approved for the supply to Pakistan of £5.2 million worth of British machinery from British aid loans signed in 1966 and 1967. Of this, £3.8 million is to supply machinery for East Pakistan's jute mills from one loan signed in August 1966 and another signed in April 1967.

The remaining £1.4 million has been devoted to some 1,500 tractors and spares which have been made available from two £4 million loans signed in May and October 1966. The tractors are being supplied by Massey-Ferguson (Export) Ltd. and the International Harvester Company of Great Britain Ltd.

The tractors are for farmers in many parts of West Pakistan. High priority is being given to agricultural development in Pakistan in order that the country may achieve self-sufficiency in food production.

Contracts have been approved for the following firms to supply jute machinery: James Mackie & Sons, Belfast; Lawside Engineering and Foundry Co. Ltd., Dundee; Fairbairn Lawson Textile Machinery Co. Ltd., Leeds; Giddings & Lewis-Fraser Ltd., Arbroath; Joseph Hibbert & Co. Ltd., Bolton; John Shaw & Sons, Salford, Lancs.; Thomas Keay Ltd., Dundee; Lessona Ltd., Heywood, Lancs.; James F. Low & Co., Monifieth, Dundee; D. J. Macdonald Ltd., Dundee.

### *£3,000,000 credit for British exports to Colombia*

A NEW £3,000,000 credit to finance Colombian imports of capital and semi-capital goods from Britain has been arranged by Tennant Guaranty Limited, acting jointly with J. Henry Schroder Wagg & Co. Limited, the merchant bankers.

The agreement, which has been concluded with Banco de la Republica (the central bank of Colombia) is similar to the credit granted by Tennants in conjunction with Schroder Wagg in 1963, which has been fully allocated.

It will apply to orders placed up to June 30, 1968, by Colombian importers with United Kingdom firms for goods manufactured in Great Britain and Northern Ireland. Credit will be provided for periods of two to five years.

The new arrangement, it is expected, will continue to facilitate the granting of import licences for British goods, and thus help to stimulate British exports to Colombia. It is a special feature of this type of credit that while the importing country benefits from the full term of finance extended by the United Kingdom, it is not incumbent on the importer himself to take credit for the whole of this period and thus incur an excessive risk in relation to his local currency.

Individually and jointly Tennants and Schroder Wagg have been active for many years in financing British exports to South America, where they have close relationships with a number of official organizations.

### *Indonesia—return of former British enterprises*

THE BOARD OF TRADE have been officially advised that any firms, who previously had interests in Indonesia, and who may now be considering the prospect of return to that country, should make an approach to the Indonesian Government before June 30, 1967.

Any firm which has not yet made an approach to the Indonesian Government is advised to write to Dr. Pamungkas, c/o Ministry of Finance, Djakarta, sending one copy of the letter to Mr. Jusuf Natanegara at the Embassy of the Republic of Indonesia in London and three copies to the Board of Trade.

In view of the time factor, the Board of Trade will be prepared to forward any correspondence on this subject to Dr. Pamungkas, provided that such correspondence is received at the following address by no later than Wednesday, June 21, 1967:

Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253 or 2747), reference CRE 19135/G.

### *Rumania and Australia*

IT HAS BEEN reported that a four-year trade agreement between Rumania and Australia was signed in Bucharest on May 18, 1967.

The agreement provides that each country will grant the other most favoured nation treatment in trade matters, excluding the special arrangements of Rumania under Comecon and of Australia under Commonwealth preferences; it is a statement of willingness on the part of both countries to try to develop their trade exchanges.

Trade possibilities are, the export of Australian iron ore to Rumania, and the export of Rumanian machine products, oil drilling rigs and tractors to Australia.

A copy of the agreement is available for examination in Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449).

### *France and Hungary*

THE FRENCH *Journal Officiel* of June 4 announced that an additional protocol to the long term trade agreement between France and Hungary was signed in Paris on May 12, 1967.

The protocol sets out supplementary quotas for cottons, glass inners for vacuum flasks and television sets and parts for the year 1967, and also amends other quotas.

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480.)

### *Hints to businessmen visiting Niger*

A REVISED EDITION of the booklet on Niger has been published in the 'Hints to Business Men' Series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50, Ludgate Hill, London, E.C.4.

# *Information for exporters*

*Brief details are given below of some of the Calls for Tender reported in recent issues of the* **Export Service Bulletin.**†

*For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.*

## ANGOLA

**(122/67) Buses** for Servicos Municipalizados de Transportes collectives. (Further Information.) Postponed to July 4. E.S.B. 9924/67.*

## ARGENTINA

**(110/67) Natural Gas Processing and Storage** for Gas del Estado. (Further Information.) Postponed to August 14. E.S.B. 43779/66.*

**(113/67) Oil Refinery Equipment** for Yacimientos Petroliferos Fiscales. (Further Information.) Postponed to July 3. E.S.B. 8305/67

## AUSTRALIA

**(112/67) Transformers** for Electricity Commission of N.S.W. July 31. E.S.B. 23604/67.*

**(109/67) Switchgear** for Hydro-Electric Commission, Tasmania. July 10. E.S.B. 22952/67.*

**Postmaster-General's Dept., Melbourne:**

**(109/67) Spanners.** August 1. E.S.B. 22962/67.*

**(112/67) Tape Recording Equipment.** July 11. E.S.B. 23616/67.*

**(108/67) High Pressure Valves** for Southern Electric Authority of Queensland. August 9. E.S.B. 22593/67.*

**(112/67) Insulators** for State Electricity Commission of Victoria. July 10. E.S.B. 23618/67.*

**(109/67) Cable** for Victorian Railways. July 5. E.S.B. 22951/67.*

## BOLIVIA

**(109/67) Radio Telecommunication System** for Corporacion Minera de Bolivia. August 31. E.S.B. 23025/67.*

## BURMA

**(112/67) Paper** for Sarpay Beikman Management Board. June 30. E.S.B. 23619/67.*

**Union of Burma Railway Board:**

**(108/67) Locomotives Axles.** July 12. E.S.B. 22906/67.*

**(108/67) Wheels and Axles; Vacuum Cylinders.** July 12. E.S.B. 22907/67.*

**(108/67) Piston Rods and Grease Nipples.** July 12. E.S.B. 22908/67.*

**(109/67) Sheet Glass.** July 4. E.S.B. 22904/67.*

**(109/67) Steel Split Pins.** July 4. E.S.B. 22902/67.*

**(109/67) Steel Split Pins.** July 4. E.S.B. 22903/67.*

**(109/67) Lamp Glasses.** July 4. E.S.B. 22905/67.*

**(111/67) Steel Tube.** July 26. E.S.B. 23064/67.*

## CANADA

**British Columbia Hydro and Power Authority:**

**(112/67) Construction of Dam.** (Further Information.) E.S.B. 20570/67.*

**(113/67) Transmission Line Spacers.** September 5. E.S.B. 23658/67.

## CEYLON

**(111/67) Fishery Machinery and Plant** for Ceylon Fisheries Corporation. August 25. E.S.B. 23122/67.

**(112/67) Tin Can Manufacturing Materials and Equipment** for Ceylon Petroleum Corporation. August 15. E.S.B. 23123/67.*

**(111/67) Hurrican Lanterns** for Dept. of Government Stores. July 11. E.S.B. 23092/67.

**(111/67) Water Bowsers** for Public Works Department. July 12. E.S.B. 23090/67.

## CHILE

**(113/67) Communications Equipment** for Direccion de Aprovisionamiento del Estado. August 9. E.S.B. 23682/67.*

## COLOMBIA

**(112/67) Water Meters** for Empresa de Acueducto y Alcantarillado di Bogota. Correction: Incorrectly headed 'Water Heaters'. E.S.B. 21359/67.

**(108/67) Rail Scales** for Ferrocarriles Nacionales de Colombia. July 16. E.S.B. 22592/67.

**(110/67) Meteorological and Hydrological Equipment** for Instituto Colombiano de la Reforma Agraria. July 19. E.S.B. 23008/67.

## COSTA RICA

**(112/67) Sports Equipment** for Direccion General de Educacion Fiscica y Deportes. July 5. E.S.B. 23330/67.*

## FORMOSA

**Central Trust of China:**

**(110/67) Valves.** June 30. E.S.B. 23023/67.*

**(110/67) Food Colourings.** June 29. E.S.B. 23024/67.*

**(110/67) Zinc Plates.** June 29. E.S.B. 23035/67.*

**(111/67) Steel Pipe.** June 30. E.S.B. 23071/61.*

**(111/67) Gas Welding and Cutting Equipment.** June 30. E.S.B. 23073/67.*

**(111/67) Chemical Powder.** July 4. E.S.B. 23075/67.*

**(111/67) Tyres.** July 4. E.S.B. 23068/67.*

**(111/67) Diethylene Glycol.** July 4. E.S.B. 23070/67.*

**(111/67) Riveting Round Bars.** June 29. E.S.B. 23072/67.*

**(111/67) Vanillin.** June 30. E.S.B. 23074/67.*

**(112/67) Microwave Equipment.** June 30. E.S.B. 23648/67.*

**(112/67) X-ray Equipment and Truck.** July 7. E.S.B. 23649/67.*

**(112/67) Monochloro Acetic Acid.** July 7. E.S.B. 23641/67.*

**(113/67) Flaw Detector.** July 8. E.S.B. 23637/67.*

**(113/67) Centrifugal Screen.** July 6. E.S.B. 23642/67.*

**(113/67) Succinic Acid.** July 5. E.S.B. 23701/67.*

**(113/67) Steel Plate.** June 30. E.S.B. 23702/67.*

**(113/67) Hydrazine.** July 4. E.S.B 23703/67.*

**(113/67) Beer Bottling Plant.** July 7. E.S.B. 23640/67.*

**(113/67) Air Compressor.** July 6. E.S.B. 23645/67.*

**(113/67) Measuring Instruments.** July 4. E.S.B. 23704/67.

**(113/67) Steel Pipes.** July 4. E.S.B. 23705/67.*

## FRANCE

**(109/67) Meteorological Equipment** for Ministere de l'Equipment. September 11. E.S.B. 22581/67.

## GREECE

**Ministry of Trade:**

**(109/67) Tyres and Tubes.** July 5. E.S.B. 22919/67.*

**(109/67) Pumps.** July 3. E.S.B. 22945/67.*

**Public Power Corporation:**

**(109/67) Relays.** July 7. E.S.B. 22946/67.

**(109/67) Remote Control Materials.** August 3. E.S.B. 22947/67.

**(109/67) Cables.** July 3. E.S.B. 22948/67.

**(112/67) Generating Sets.** July 3. E.S.B. 23671/67.

**(112/67) Cable.** July 18. E.S.B. 23672/67.

**(112/67) Fuse Cartridges.** July 17. E.S.B. 23673/67.

## INDIA

**Beas Purchase Organization:**

**(108/67) Dumpers.** July 19. E.S.B. 22583/67.

**(111/67) Expansion Shells.** July 12. E.S.B. 23104/67.

**(111/67) Tunnelling Instruments.** July 26. E.S.B. 23106/67.

**(112/67) Truck Mounted Cranes.** August 9. E.S.B. 23130/67.

**(112/67) Dump Haulers.** July 19. E.S.B. 23105/67.

**(112/67) Truck Mounted Crane.** August 2. E.S.B. 23129/67.

**Bhabha Atomic Research Centre:**

**(110/67) Microscope.** (Further Information.) Tender documents now available. E.S.B. 22507/67.*

**(110/67) Valves.** (Further Information.) Tender documents now available. E.S.B. 22509/67.*

**(112/67) Muffle Furnaces.** June 29. E.S.B. 23608/67.

**(112/67) Nimonic Alloy Sheet.** June 30. E.S.B. 23609/67.

**Bombay Port Trust:**

**(110/67) Laboratory Equipment.** (Further Information.) Tender documents now available. E.S.B. 22497/67.*

**(111/67) Optical Instruments.** July 6. E.S.B. 23082/67.

**(111/67) Dental Equipment.** July 6. E.S.B. 23083/67.

**(110/67) Workshop Equipment** for Central Railway. August 7. E.S.B. 23097/67.

**(108/67) Dredger** for Cochin Port Trust. September 20. E.S.B. 16611/67.*

**(111/67) Isolators** for Gujarat Electricity Board. July 3. E.S.B 23606/67.

**(112/67) Metal Slitting Saws** for Heavy Engineering Corporation Ltd. July 6. E.S.B. 23175/67.

**Hindustan Aeronautics Ltd.:**

**(112/67) Gear Grinding Machine.** (Further Information.) Tender documents now available. E.S.B. 21214/67.*

**(112/67) Cranes.** July 17. E.S.B. 23174/67.

**Hindustan Shipyard Ltd.:**

**(111/67) Generator Sets.** (Further Information.) Tender documents now available. E.S.B. 21314/67.*

**(111/67) Chain Cables.** (Further Information.) Tender documents now available. E.S.B. 21317/67.*

**(111/67) Generator Sets.** (Further Information.) Tender documents now available. E.S.B. 21315/67.*

**(111/67) Transformers.** (Further Information.) Tender documents now available. E.S.B. 21316/67.*

**(112/67) Foundry Plant.** (Further Information.) Tender documents now available. E.S.B. 21304/67.*

**(113/67) Welding Manipulators.** July 20. E.S.B. 23110/67.*

**(110/67) Coke Oven Charging Car** for Hindustan Steel Ltd. July 31. E.S.B. 22999/67.

**(110/67) Condenser Impregnation Plant** for Indian Telephone Industries Ltd. (Further Information.) E.S.B 21902/67.*

**Madhya Pradesh Electricity Board:**

**(111/67) Ground Wire.** July 15. E.S.B. 23084/67.

**(111/67) Insulator Strings.** July 15. E.S.B. 23085/67.

**National Coal Development Corporation Ltd.:**

**(109/67) Copper Trolley Wire Fittings.** June 30. E.S.B. 23006/67.*

**(111/67) Steel Pipes.** June 29. E.S.B. 21370/67.

**(112/67) Dumpers.** (Further Information.) Closing date postponed to July 3. E.S.B. 10659/67.

**(112/67) Drills.** (Further Information.) Closing date postponed to July 3. E.S.B. 10660/67.*

**(112/67) Crawler Tractors.** (Further Information.) Closing date postponed to July 3. E.S.B. 10661/67.*

**(111/67) Disc Loader** for Neyveli Lignite Corpn. Ltd. June 30. E.S.B. 23107/67.

**(108/67) Earth Moving Equipment** for Orissa Irrigation Dept. (Further Information.) Closing date postponed to July 15. E.S.B. 11574/67.*

**(113/67) Axle Load Wheel Sets** for Railway Board. July 10. E.S.B. 23685/67.

**Rajasthan State Electricity Authority:**

**(110/67) Tractor-Trailer Unit.** (Further Information.) Tender documents now available. E.S.B. 21253/67.*

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†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10*s.*

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*If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.*

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**(110/67) Crane.** (Further Information.) Tender documents now available. E.S.B. 21261/67.*
**(111/67) Drilling Machines** for Southern Railway. July 5. E.S.B. 23112/67.
**U.P. State Electricity Board:**
**(111/67) Insulators and Isolators.** July 19. E.S.B. 23100/67.
**(111/67) Lightning Arresters.** July 20. E.S.B. 23101/67.
**(111/67) Switchgear.** July 17. E.S.B. 23102/67.
**(112/67) Power Station Equipment.** July 26. E.S.B. 23099/67.
**(112/67) Lightning Arresters.** (Further Information.) Tender documents now available. E.S.B. 20512/67.*
**(112/67) Lightning Arresters.** (Further Information.) Tender documents now available. E.S.B. 20513/67.*
**(112/67) Transformers.** (Further Information.) Tender documents now available. E.S.B. 20514/67.*
**(112/67) Cables.** (Further Information.) Tender documents now available. E.S.B. 20515/67.*
**(112/67) Metering Equipment.** (Further Information.) Tender documents now available. E.S.B. 20516/67.*

## IRAQ

**(111/67) Construction of Cement Factory Extension** for Iraqi Cement Co. (Further Information.) Closing date postponed to June 29. E.S.B. 10243/67.
**(110/67) X-ray Therapy Machine** for Ministry of Defence. August 15. E.S.B. 23002/67.*
**(109/67) Video Magnetic Tapes** for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 22408/67.*

## IRISH REPUBLIC

**(108/67) Pump Unit** for Donegal County Council. June 30. E.S.B. 22589/67.

## IVORY COAST

**(108/67) Agricultural Project** for Ministry of Agriculture. August 2. E.S.B. 22901/67.*

## JORDAN

**(112/67) Anti-Knock Compound** for Jordan Petroleum Refinery Co. Ltd. June 30. E.S.B. 23613/67.
**Jordan Phosphate Mines Co., S.A:**
**(112/67) Rock Phosphate Filtering Equipment.** June 30. E.S.B. 23610/67.*
**(112/67) Rock Phosphate Feeding Plant.** July 15. E.S.B. 23611/67.*
**(110/67) Constructional Works** for Wadi Dufeil Irrigation Project July 3. E.S.B. 22925/67.

## KENYA

**(112/67) Cable** for E. African Posts. Telecommunications Administration. (Further Information.) July 27. E.S.B. 22049/67.
**(112/67) Steel Milk Tanks** for E. African Railways & Harbours. July 10. E.S.B. 23621/67.

## KUWAIT

**Ministry of Electricity and Water:**
**(112/67) Pumping Units.** July 11. E.S.B. 23155/67.*
**(112/67) Well Casing.** July 11. E.S.B. 23156/67.*

## LEBANON

**Lebanese State Railway:**
**(110/67) Diesel Rail-Cars.** Closing date not stated. E.S.B. 22790/67.
**(110/67) Diesel Locomotives.** Closing date not stated. E.S.B. 22926/67.*

## LIBYA

**(110/67) Electricity Distribution and Street Lighting Networks** for Ministry of Public Works. August 7. E.S.B. 22982/67.
**(110/67) Construction of University Buildings** for University of Libya. September 23. E.S.B. 22980/67.

## MALAGASY REPUBLIC

**(112/67) Printing Spare Parts and Equipment** for l'Imprimerie Nationale (Government Printing Office). July 4. E.S.B. 23628/67.
**(112/67) Pharmaceuticals and Hospital Equipment** for Pharmacie Central d'Approvisionnement de la Sante Publique. Closing date not known. E.S.B. 23626/67.

## MALAWI

**(113/67) Pharmaceuticals** for Government Medical Stores. July 14. E.S.B. 23659/67.*

## MALAYSIA

**Director of Public Works:**
**(108/67) Calorifiers.** July 19. E.S.B. 22909/67.*
**(112/67) Construction Plant Equipment.** July 29. E.S.B. 23178/67.*
**(111/67) Cables and Accessories** for State Tenders Board. July 22. E.S.B. 23179/67.*

## MALTA

**(111/67) Transformers** for Malta Electricity Board. July 4. E.S.B. 23059/67.*
**(111/67) Surgical Rubber Gloves** for The Treasury. July 5. E.S.B. 23060/67.*

## NETHERLANDS

**Director of Waterways:**
**(110/67) Road Improvement.** June 30. E.S.B. 23093/67.
**(111/67) Construction of Road.** June 30. E.S.B. 23192/67.
**(111/67) Roadworks.** June 30. E.S.B. 23193/67.

## NEW ZEALAND

**General Post Office:**
**(108/67) Quartz Crystal Blanks.** July 5. E.S.B. 22595/67.*
**(109/67) Flow Meters.** July 4. E.S.B. 22928/67.*
**(109/67) Fans.** July 3. E.S.B. 22929/67.*
**(110/67) Chimes.** July 6. E.S.B. 22561/67.*
**Ministry of Works:**
**(113/67) Poplin.** July 3. E.S.B. 23693/67.*
**(113/67) Textiles.** June 30. E.S.B. 23694/67.*

## PAKISTAN

**E. P. Industrial Development Corporation:**
**(113/67) Fire-Fighting Equipment.** June 29. E.S.B. 23690/67.*
**(113/67) Metal Bending Machine.** June 30. E.S.B. 23692/67.*
**Pakistan Eastern Railway:**
**(108/67) Steel Plate.** July 10. E.S.B. 22577/67
**(108/67) Steel Billets.** July 13. E.S.B. 22578/67.

## PHILIPPINES

**(111/67) Substation Equipment; Switchgear** for National Waterworks and Sewerage Authority. July 12. E.S.B. 23061/67.*

## SAUDI ARABIA

**(110/67) Construction of Garages** for Headquarters of National Guard. July 1. E.S.B. 23042/67.
**(110/67) Scientific Apparatus and Chemicals** for University of Riyadh. October 17. E.S.B. 23044/67.

## SOUTH AFRICA

**(108/67) Dish Washing Machine** for Cape Provincial Tender Board. June 30. E.S.B. 22575/67.*
**State Tender Board:**
**(109/67) Connectors.** June 30. E.S.B. 22953/67.*
**(111/67) Machine Tools.** July 6. E.S.B. 23141/67.*
**(111/67) Earth Augering Machine.** June 29. E.S.B. 23142/67.*
**(111/67) Air Compressors.** June 29. E.S.B. 23143/67.*
**(111/67) Pumps.** June 29. E.S.B. 23144/67.*
**(111/67) Plastic Panels.** July 6. E.S.B. 23146/67.*
**(111/67) Vices.** July 4. E.S.B. 23147/67.*
**(111/67) Pharmaceutical Manufacturing Apparatus.** July 6. E.S.B. 23149/67.*
**(111/67) Laboratory Equipment.** July 6. E.S.B. 23150/67.*
**(111/67) Steam Cleaners** for Transvaal Tender Board. June 30. E.S.B. 23139/67.*

## SPAIN

**(112/67) Construction of Tunnels** for Ayuntamiento de Barcelona. July 19. E.S.B. 23140/67.
**(112/67) Miniature Railway Construction** for Ayuntamiento de Madrid. September 9. E.S.B. 23161/67.

## SUDAN

**Central Electricity and Water Corporation:**
**(111/67) Steel Pipes and Specials.** July 5. E.S.B. 23165/67.*
**(113/67) Cutouts and Fuses.** July 18. E.S.B. 23684/67.*
**(113/67) Paper; Thread and Yarn** for Department of Stores and Equipment. July 4. E.S.B. 23679/67.*
**(113/67) Electrical Fittings** for Industrial Development Corporation. August 31. E.S.B. 23675/67.*
**(108/67) Riveting Hammers** for Sudan Railways. July 4. E.S.B. 22566/67.*

## SWAZILAND

**Swaziland Electricity Board:**
**(109/67) Cables.** July 3. E.S.B. 22998/67.
**(110/67) Overhead Line Materials; Tools and Plant.** June 30. E.S.B. 23120/67.

## SYRIAN ARAB REPUBLIC

**(110/67) Port Construction and Dredging Work** for Ministry of Public Water and Water Resources. July 30. E.S.B. 23119/67.

## THAILAND

**Department of Technical and Economic Co-operation:**
**(110/67) Pharmaceuticals.** June 29. E.S.B. 22985/67.*
**(110/67) Tyres and Tubes.** June 29. E.S.B. 22986/67.*
**(110/67) Copper Cable and Conductor** for Metropolitan Electricity Authority. June 30. E.S.B. 22987/67.*
**(113/67) Power Plant** for North East Electricity Authority. July 4. E.S.B. 23670/67.
**Provincial Electricity Authority:**
**(111/67) Aluminium Conductor.** June 29. E.S.B. 23199/67.
**(111/67) Meters.** June 30. E.S.B. 23200/67.
**Royal Irrigation Department:**
**(111/67) Workshop Equipment; Canal Lining Machine; Diving Equipment.** June 29. E.S.B. 23164/67.
**(112/67) Contractors' Plant and Vehicles.** June 30. E.S.B. 23163/67.
**State Railway of Thailand:**
**(109/67) Semaphore Arm Reserver.** July 3. E.S.B. 22991/67.
**(110/67) Nuts, Bolts and Rivets.** July 3. E.S.B. 22989/67.*
**(111/67) Mild Steel Plate.** July 12. E.S.B. 23601/67.
**(111/67) Steel.** July 12. E.S.B. 23602/67.
**(111/67) Copper Sheet and Bar.** July 3. E.S.B. 23603/67.

## TURKEY

**(112/67) Navigational Aids** for Turkish Maritime Bank. July 4. E.S.B. 23660/67.*

## URUGUAY

**(112/67) Yoghourt Plant** for Conaprole (National Co-operative of Milk Producers). (Further Information.) Closing date postponed to July 10. E.S.B. 12666/67.
**(110/67) Radiodental Plates** for Ministry of Public Health. July 4. E.S.B. 23037/67.
**(110/67) Pumps** for National Dairy Co-operative. July 12. E.S.B. 23036/67.
**State Oil and Alcohol Monopoly:**
**(109/67) Telephone Cables.** July 13. E.S.B. 23092/67.
**(110/67) Thermic Insulating.** July 14. E.S.B. 23026/67.
**(110/67) Rubber Sheets.** June 29. E.S.B. 23028/67.
**(110/67) Planing Machine.** July 14. E.S.B. 23030/67.
**(110/67) Herbicides.** July 12. E.S.B. 23027/67.
**(110/67) Pumps.** July 13. E.S.B. 23053/67.
**(110/67) De-Emulsifier.** July 12. E.S.B. 23051/67.
**(110/67) Steel Cables.** July 19. E.S.B. 23049/67.
**(110/67) Sewing Machines.** June 29. E.S.B. 23054/67.

## VENEZUELA

**Instituto Nacional de Obras Sanitarias:**
**(109/67) Tubing and Connectors.** July 7. E.S.B. 23047/67.
**(110/67) Tubing and Fitting.** June 29. E.S.B. 23121/67.
**(112/67) Telephone Networks** for La Campania Anonima Nacional Telefonos. (Pre-qualification.) July 19. E.S.B. 23057/67.*

## VIETNAM

**(111/67) Numbering Machines** for Central Purchasing Authority. June 29. E.S.B. 23167/67.*
**Industrial Development Centre:**
**(109/67) Shoe Manufacturing Machinery.** June 30. E.S.B. 22970/67.*
**(112/67) Textile Machinery.** July 5. E.S.B. 23166/67.*
**(112/67) Textile Machinery.** July 5. E.S.B. 23169/67.*

## ZAMBIA

**Central Supply and Tender Board:**
**(110/67) Cotton Drill.** June 30. E.S.B. 22997/67.*
**(112/67) Telephone Equipment.** July 7. E.S.B. 23181/67.*
**(112/67) Autoclave.** July 7. E.S.B. 23182/67.*
**(112/67) Childrens Cots.** July 7. E.S.B. 23183/67.*
**(112/67) Brushes and Brooms.** July 7. E.S.B. 23184/67.*
**(112/67) Bicycles.** July 7. E.S.B. 23185/67.*
**(112/67) Torch Cells.** July 7. E.S.B. 23186/67.*

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# Agency and export opportunities, market surveys, etc.

*Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the* **Export Service Bulletin.**†

*Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.*

**Aden**
(113/67) Agency Inquiry for doors; pipes; sanitary ware and fittings; washing powders; windows. E.S.B. 22126/67.

**Australia**
(107/67) Agency inquiry for drilling machines; machine tools. E.S.B. 14259/67.
(113/67) Agency inquiry for cards; plastic ware; tools. E.S.B. 23306/67.
(109/67) Manufacture under licence – domestic hot water systems; nailing machines; nails and fasteners; wheel-barrows. E.S.B. 7436/67.
(109/67) Special Advisory Authority. C.R.E. 864/67.
(112/67) Manufacture under licence – control systems; measuring devices. E.S.B. 23377/67.
(113/67) Manufacture under licence – handling and loading equipment. E.S.B. 23381/67.

**Austria**
(108/67) Inquiry for fuses; switches. E.S.B. 19115/67.
(108/67) Inquiry for steel strips; strap iron. E.S.B. 12850/67.

**Bolivia**
(112/67) Agency inquiry for tweed fabrics. E.S.B. 17737/67.
(112/67) Inquiry for adobe manufacturing equipment. E.S.B. 23398/67.

**Canada**
(110/67) Agency inquiry for abrasives; conveyor belting and fasteners; foundry equipment and supplies; nuts, bolts and screws. E.S.B. 20608/67.
(112/67) Agency inquiry for valves. E.S.B. 17275/67.
(107/67) Inquiry for canning equipment; fish processing plant and equipment. E.S.B. 22118/67.
(108/67) Inquiry for pump components; valve components. E.S.B. 21691/67.
(111/67) Inquiry for recording discs. E.S.B. 23328/67.
(113/67) Inquiry for confectionery; foodstuffs; hardware items. E.S.B. 23561/67.

**Chile**
(108/67) Agency inquiry for conveyor belts; cranes; fork lift trucks; locomotives; piping; railway wagons. E.S.B. 15624/67.

†For further details on the 'Export Service Bulletin' see page 1573.

**Denmark**
(107/67) Agency inquiry for marine equipment. E.S.B. 20603/67.
(107/67) Agency inquiry for synthetic fabrics. E.S.B. 21011/67.
(111/67) Agency inquiry for sanitary fittings; tube insulation systems. E.S.B. 22760/67.

**Finland**
(108/67) Agency inquiry for pistons. E.S.B. 22543/67.
(111/67) Agency inquiry for laboratory centrifuges; microscopes. E.S.B. 23209/67.

**France**
(108/67) Agency inquiry for brick-making machinery; metal-working machine tools; stone-cutting machinery. E.S.B. 22135/67.
(109/67) Agency inquiry for air conditioners; heating equipment; pumps. E.S.B. 21738/67.
(109/67) Agency inquiry for tools. E.S.B. 21536/67.
(112/67) Agency inquiry for clutches and couplings; moto-variators; speed reducers. E.S.B. 23247/67.
(113/67) Agency inquiry for welding equipment and products. E.S.B. 23391/67.

**Germany, Federal Republic of**
(109/67) Agency inquiry for tinned foodstuffs. E.S.B. 22804/67.
(111/67) Agency inquiry for conveying systems; rack-storage systems. E.S.B. 22855/67.

**Greece**
(107/67) Agency inquiry for dehydrated onion; ice cream sticks. E.S.B. 20829/67.

**Guatemala**
(108/67) Inquiry for cutlery; kitchenware. E.S.B 21029/67.

**Guyana**
(112/67) Agency inquiry for chemists sundries; drugs; pharmaceuticals. E.S.B. 22889/67.
(112/67) Inquiry for brewery machinery and equipment. E.S.B. 21466/67.

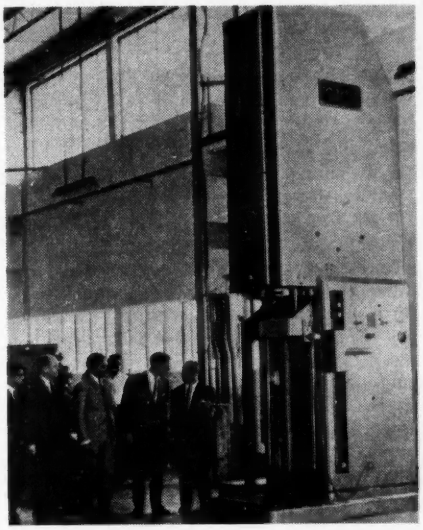
**India**
(110/67) Agency inquiry for earth moving equipment. E.S.B. 23216/67.
(111/67) Industrial development. E.S.B. 23299/67.

**Iraq**
(109/67) Agency inquiry for stationery; woollen textiles. E.S.B. 19220/67.
(107/67) Inquiry for tiles. E.S.B. 22395/67.
(109/67) Inquiry for cinema equipment; films. E.S.B. 21716/67.

**Israel**
(111/67) Agency inquiry for wire rods. E.S.B. 21706/67.

**Italy**
(107/67) Agency inquiry for hospital equipment; oculists equipment. E.S.B. 22296/67.
(109/67) Agency inquiry for cranes. E.S.B. 19201/67.
(111/67) Inquiry for mirror glass. E.S.B. 23226/67.
(113/67) Inquiry for compacts; frames; giftware; jewellery; novelties. E.S.B. 23341/67.

**Italy/Czechoslovakia**
(109/67) Trade Agreement. C.R.E. 990/G.



*Hydraulic tipping gears for commercial vehicles are being manufactured at a new factory near Calcutta by Usha Telehoist Ltd., a public company formed by Telehoist of Cheltenham, a subsidiary of Wilmot Breeden Ltd., and Usha Automobile and Engineering Ltd., India. India has formerly depended on imported tipping gear and has been an important export market for Telehoist for many years. An annual requirement for some 10,000 units, however, is expected to build up within five years for irrigation, power supply, roads and other industrial and defence projects. The picture shows Usha Telehoist executives inspecting a British machine tool for precision honing of hydraulic cylinders at their new factory near Calcutta, Executives from left to right are: Mr. M. K. Jhawar, managing director, Usha Telehoist Ltd; Mr. A. Palmer, director and chief executive, Telehoist Ltd. and director, Usha Telehoist Ltd.; Mr. B. K. Jhawar, director, Usha Telehoist Ltd.; Mr. M. L. Breeden, joint managing director, Wilmot Breeden (Holdings) Ltd. and Mr. A. T. White, resident liaison officer on loan from Telehoist to Usha Telehoist.*

**Japan**
(109/67) Inquiry for knitting machinery; textile machinery. E.S.B. 17263/67.

**Jordan**
(109/67) Inquiry for filtering machines; mixing machines; packaging machines. E.S.B. 22888/67.

**Lebanon**
(110/67) Inquiry for women's clothing. E.S.B. 22714/67.

**Malawi**
(111/67) Agency inquiry for clothing. E.S.B. 20028/67.

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## OVERSEAS COMMERCIAL POSTS

*Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of May 19 issue.*

**Malaysia**
(108/67) Agency inquiry for food processing equipment; mining equipment and supplies; palm oil processing plant; sewage process equipment; timber process equipment; water treatment equipment. E.S.B. 22697/67.

**Malta**
(109/67) Agency inquiry for carpets; glassware; kitchenware. E.S.B. 22678/67.
(110/67) Agency inquiry for baths and bathroom fittings cutlery; glassware; linen; windows. E.S.B. 22612/67.
(110/67) Agency inquiry for carpets; crockery; curtaining; cutlery; glassware; metal doors; windows. E.S.B. 22163/67.
(113/67) Agency inquiry for carpeting; children's clothing; household goods; menswear; textiles. E.S.B. 19513/67.
(107/67) Inquiry for piece-goods; underwear. E.S.B. 19501/67.

**Mexico**
(113/67) Agency inquiry for packaging equipment. E.S.B. 18195/67.
(107/67) Inquiry for gas turbines. E.S.B. 21868/67.
(107/67) Manufacture under licence – carbon black. E.S.B. 9523/67.
(109/67) Inquiry for laboratory equipment. E.S.B. 21835/67.
(112/67) Inquiry for chemical plant. E.S.B. 21571/67.

**Muscat and Oman**
(111/67) Agency inquiry for agricultural equipment; household electrical goods; paints and varnishes; pumping equipment. E.S.B. 18119/67.

**Nepal**
(108/67) Inquiry for plastic and polythene sheets. E.S.B. 21498/67.

**Nicaragua**
(108/67) Inquiry for hospital equipment and supplies. E.S.B. 24125/64.

**Norway**
(108/67) Inquiry for invertors. E.S.B. 21869/67.

**Pakistan**
(112/67) Agency inquiry for yarns. E.S.B. 22841/67.

**Philippines**
(109/67) Inquiry for paper mill machinery. E.S.B. 21862/67.

**Poland**
(113/67) Inquiry for pig-skin processing equipment. E.S.B. 22282/67.

**Portugal**
(111/67) Compulsory technical regulations. C.R.E. 6685/G/4.
(112/67) Inquiry for belts; braces; cuff-links; neckwear; textiles. E.S.B. 12326/67.

**Rumania/Austria**
(109/67) Trade Agreement. C.R.E. 5118/G.

**Saudi Arabia**
(109/67) Inquiry for bath mats; household linen; shower curtains. E.S.B. 23231/67.

**South Africa**
(108/67) Agency inquiry for clothing fabrics. E.S.B. 11450/67.
(110/67) Agency inquiry for builders hardware; motor vehicles, spares and accessories; tools. E.S.B. 22679/67.

**Spain**
(112/67) Inquiry for greases. E.S.B. 23333/67.

**Sweden**
(110/67) Agency inquiry for trays. E.S.B. 22303/67.
(111/67) Change of address of British Embassy. E.S.B. 1209/G.

**Switzerland**
(109/67) Agency inquiry for medical equipment and supplies. E.S.B. 17536/67.
(109/67) Inquiry for eau de cologne. E.S.B. 23215/67.
(109/67) Inquiry for lighting standards. E.S.B. 23206/67.
(112/67) Inquiry for rubber and plastic goods. E.S.B. 22742/67.

**Thailand**
(112/67) Inquiry for steel scrap. E.S.B. 23343/67.

**Turkey**
(110/67) Inquiry for bakery machinery; grinding machinery. E.S.B. 22778/67.

**United States of America**
(108/67) Inquiry for marine equipment and supplies. E.S.B. 22873/67
(109/67) Inquiry for sporting goods. E.S.B. 22718/67.
(111/67) Inquiry for fabrics; trimmings. E.S.B. 19557/67.
(111/67) Inquiry for hydraulic hose. E.S.B. 23567/67.
(112/67) Inquiry for raincoat fabrics. E.S.B. 23595/67.
(113/67) Inquiry for organic chemicals. E.S.B. 14911/67.

**United States/Virgin Islands**
(107/67) Inquiry for refinery equipment. E.S.B. 20093/67.

**Various**
(108/67) United Nations Development Programme – Special Fund.

**Yugoslavia**
(111/67) Agency inquiry for department store goods; domestic electrical goods; razor blades. E.S.B. 12435/67.
(112/67) Agency inquiry for building construction machinery; chemicals; food processing machinery; mining machinery and equipment. E.S.B. 10089/67.

*Camac Cask Co. Ltd., of Dublin, manufacturers of beer casks, estimate a saving of several thousand pounds per year since installing a British Oxygen liquid argon storage tank. Argon, which Camac Cask Co. use extensively for welding processes, was previously delivered in numerous cylinders. It is now stored in liquid form in a vacuum insulated evaporator holding the equivalent of 125,000 ft.³ of argon gas. The argon is produced in Manchester, shipped to Larne, Northern Ireland, and delivered by road tanker to Dublin. Picture shows MIG welding with British Oxygen's Lynx 1 equipment on a beer keg.*

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# Tariff, Customs and Import Regulations in overseas countries

## REGISTERED TRADE MARK (RTM)

## GOODS IN OVERSEAS TARIFF LISTS

*The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

*Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the* Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

*While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.*

## EUROPEAN ECONOMIC COMMUNITY

### *Trade in processed agricultural goods*

THE *Board of Trade Journal* dated December 2, 1966 (page 1406) contained an announcement about Regulation No. 160/66/CEE which introduces a system of trade for certain goods derived from the processing of agricultural produce in the European Economic Community. This regulation came into force on June 1, 1967. Details of further Regulations and a Decision affecting this trade appeared on page 1395 of the *Board of Trade Journal* dated May 26, 1967.

Further Regulations and Decisions affecting trade in these goods have appeared in the *Journal Officiel des Communautés Européennes* as follows:

*Regulation* 92/67/*CEE* relates to the application of the tax system laid down by Article 3 of Regulation 160/66 (*Journal Officiel* No. 90 dated May 10, 1967).

*Regulation* 100/67/*CEE* suspends the application of Article 14 of Regulation 160/66 (*Journal Officiel* No. 96 dated May 25, 1967).

*Regulation No.* 101/67/*CEE* adds an Article, No. 17b, to Regulation 160/66/CEE (*Journal Officiel* No. 96 dated May 25, 1967).

*Regulation No.* 103/67/*CEE* determines the amounts of the variable elements applicable during June 1967 to imports into member states of goods covered by Regulation No. 160/66/CEE (*Journal Officiel* No. 99 dated May 29, 1967).

*Decision No.* 67/336/*CEE* extends the field of application of the Decision of July 17, 1962, which set up special methods of administrative co-operation (use of circulation certificates) for the application of intra-community levies, to goods covered by Regulation 160/66/CEE (*Journal Officiel* No. 100 dated May 30, 1967).

The following is a list of the processed goods covered by the basic Regulation No. 160/66/CEE.

| No. of common Customs Tariff | Description of goods |
|---|---|
| ex 17.04 | Sugar confectionery, not containing cocoa:<br>B. Chewing gum;<br>C. Other. |
| 18.06 | Chocolate and other food preparations containing cocoa. |
| 19.01 | Malt extract. |
| 19.02 | Preparations of flour, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes, containing less than 50 per cent by weight of cocoa. |
| 19.03 | Macaroni, spaghetti and similar products. |
| 19.04 | Tapioca and sago; tapioca and sago substitutes obtained from potato or other starches. |
| 19.05 | Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, cornflakes and similar products). |
| 19.06 | Communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products. |
| 19.07 | Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit. |
| 19.08 | Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion. |
| 21.01 | Roasted chicory and other roasted coffee substitutes and extracts thereof:<br>ex A Roasted coffee substitutes other than roasted chicory;<br>ex B Extracts of roasted coffee substitutes other than extracts of roasted chicory. |
| 21.06 | Natural yeasts, active or inactive; prepared baking powders:<br>ex AII Active natural yeasts: breadmaking yeasts. |
| ex 21.07 | Food preparations not elsewhere specified or included, containing sugar, milk products, cereals or products with a basis of cereals. |
| ex 22.02 | Beverages with a basis of milk. |
| ex 35.01 | Casein, caseinates and other casein derivatives; casein glues:<br>A. Casein:<br>C. Other. |
| 35.02 | Albumins, albuminates and other albumin derivatives:<br>ex AII Ovalbumin and lactalbumin:<br>1. Dried (in leaves, flakes, crystals, powders, etc.);<br>2. Other. |
| 35.05 | Dextrins and dextrin glues; soluble or roasted starches; starch glues. |
| 38.12 AI | Prepared glazings and prepared dressings with a basis of amylaceous substances. |

The French text of these Regulations and Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

Unofficial translations of the Regulations referred to in this and the earlier notices will be published in due course. Information about their publication by HMSO will be given in the *Board of Trade Journal* under the heading 'Further translations of EEC Regulations'.

The tariff changes called for by Regulation 103/67/CEE will be implemented by individual member states. A notice about the changes in the French tariff was published in the *Board of Trade Journal* dated June 9, 1967 (pages 1517/18) and information about changes in the Benelux tariff appear on page 1580. Other information will be published as it becomes available.

(*Continued on next page*)

## Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible.

EEC, *continued*

## *Imports from non-member countries to the European Economic Community*

THE *Board of Trade Journal* dated March 17, 1967 (pages 738/9) contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported from another member state even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes*, No. 91, dated May 12, 1967, contains the text of Decision No. 67/299/CEE amending the expiry date of the authority previously given to Italy to exclude from Community treatment imports of primary cells and primary batteries (tariff number 85.03) when they originate in Japan, from April 30, 1967, to December 31, 1967.

The *Journal Officiel des Communautés Européennes* No. 100, dated May 30, 1967, contains the text of Decision No. 67/337/CEE rescinding the authority previously given for France to exclude from Community treatment imports of the following goods:

| Tariff No. | Products | Country of Origin |
|---|---|---|
| ex 29.44 D | Oxytetracycline hydrochloride . . . . . | Poland |

## EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

*A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the Export Services Branch of the Board of Trade.*

*Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 491, Telex 25977), or from any of the Board of Trade Regional Offices.*

*A group of French china retailers concluded a three-day tour of the British pottery industry at the factory of Josiah Wedgwood and Sons Limited, Barlaston, Stoke-on-Trent, on June 7. In the picture they are watching the printing of a famous Wedgwood tableware design 'Napoleon Ivy', which was first produced in 1815 and was used by Napoleon at St. Helena. Left to right can be seen: Mlle. Ascoli of Establissements Geiger, Mulhouse; Madame Dumond of Societte Cretiaux, Paris; Monsieur Ellies of 'Arts et Decor de la Table et du Foyer' magazine, Paris; Mr. Martin Wedgwood, European sales manager of Wedgwood; M. Marcel Barbira of SA l' Art du feu, Nevers; M. Ivers of 'Arts et Decor de la Table et du Foyer' and Madame Scocard of 'Selection', Quimper.*


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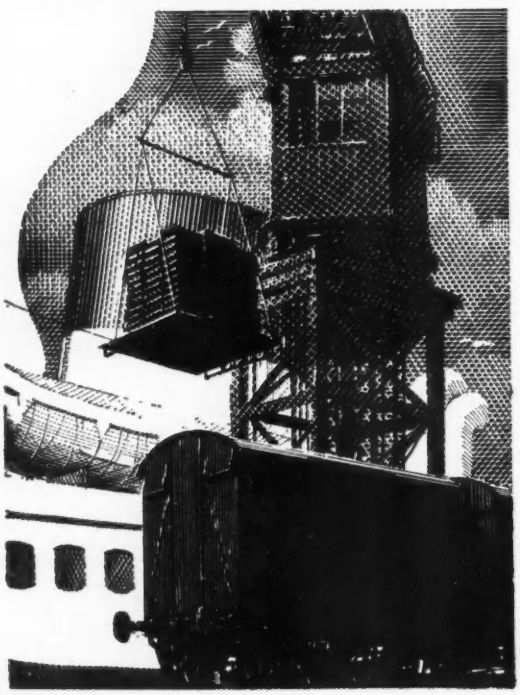

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## *Rules of Competition—Restrictive trading agreements and domination of markets*

THE *Journal Officiel des Communautés Européennes* No. 93, dated May 18, 1967, contained announcements of applications received for negative clearance of two agreements. The first of these, reference IV/507, relates to the joint selling arrangements between the co-operative society 'Comptoir Belge de l'Azote' (Cobelaz) ['Belgian Nitrogen Agency'] and the following undertakings, all of which have their registered office in Belgium:

1. Ammoniaque synthétique et dérivés, limited company, of Bruxelles.
2. Cockerill-Ougrée-Providence, limited company, of Seraing.
3. Société métallurgique Hainaut-Sambre, limited company, of Couillet.
4. Société anonyme des fours à coke de Zeebrugge, of Bruxelles.
5. Forges de Thy-Marcinelle et Monceau, limited company, of Marcinelle.
6. Cokeries du Marly, limited company, of Bruxelles.
7. Société anonyme métallurgique d'Espérance-Longdoz, of Liège.
8. Houillères d'Anderlues, limited company, of Anderlues.
9. Carbonisation centrale, limited company, of Bruxelles.
10. Société anonyme des charbonnages du Borinage, of Cuesmes.
11. Forges de Clabecq, limited company, of Clabecq.
12. Usines Gustave Boël, limited company, of Bruxelles.
13. Les Cokeries du Brabant, limited company, of Bruxelles.
14. Charbonnages André Dumont, limited company, of Bruxelles.
15. Société anonyme des charbonnages du Bois-du-Luc, of Houdeng-Aimeries.
16. Charbonnages de Zolder, limited company, of Zolder.
17. Charbonnages d'Hensies-Pommeroeul, limited company, of Bruxelles.
18. Charbonnages Limbourg-Meuse, limited company, of Bruxelles.

The second application, reference IV/565, relates to the agreement between the co-operative society 'Fédération Belge des Producteurs d'Azote' [Belgian Federation of Nitrogen Producers], whose registered office is in Brussels, the co-operative society 'Comptoir Belge de l'Azote' (Cobelaz) of Brussels, and the following six 'members':

Ammoniaque synthétique et dérivés S.A., Brussels.
Société belge de l'azote et des produits chimiques du Marly S.A., of Liège.
Société carbochimique S.A., of Brussels.
Société anonyme pour la fabrication des engrais azotés, of Brussels.
Société des usines chimiques Ugine-Kuhlmann S.A., of Paris, which only commits itself for its principal place of business situated in Belgium.
UCB – Union chimique-Chemische Bedrijven, of Brussels, for itself and which answers for Fison – UCB S.A., of Brussels.

Interested third parties are invited to submit their observations within five weeks from May 18, 1967.

Details of a third application for negative clearance appeared in issue No. 105 of the same publication, dated June 3, 1967. This application was submitted under reference (IV/26352) by the European association of manufacturers of plaster and plaster products, Eurogypsum, of Geneva. The association, which was set up on April 28, 1961, has 31 members at present, established in 16 different countries, including five EEC countries.

Interested third parties are invited to submit their observations on this application within one month from June 3, 1967.

Particulars of these applications may be obtained, if required, from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355).

## *Suspension of common customs tariff*

THE *Journal Officiel des Communautés Européenes* No. 89 dated May 9, 1967, contains the text of Decision No. 67/297/CEE temporarily suspending the Common Customs Tariff for the following item:

| Tariff heading | Description of goods | Common Customs Tariff |
|---|---|---|
| ex 51.01 A | Polyetrafluoroethylene yarn . . . . . | Totally suspended from July 1, 1967, to June 30, 1968. |

**A LIBRARY FOR EXPORTERS**

*Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade* **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

*The library opens from 9 to 5.30, Mondays to Fridays.* (*Tel.* 01-248 5757, *Ext.* 368 *or Telex No.* 25977).

*Steam superheaters, manufactured by Parkinson Cowan Heating Limited, Bastian & Allen Electrical Division, which are part of an export order for Russia.*

*To meet the growing need throughout the world for domestic vacuum flasks a new range of machines has been developed by Bader Machinery Co. Ltd., Weybridge, a member of the Sale Tilney Group of Companies. There are four standard machines in this range which can be adapted to handle flasks ranging in size from a quarter litre to one litre. They are:* (1) *inner trimming and flaring machine,* (2) *outer trimming and tubulating machine,* (3) *sealing, and* (4) *exhaust machine. The picture shows a 24-head water-cooled sealing machine which seals together at the neck, the inner and the outer bottles, leaving the Alexandra Engineering works at Southend. Mr. R. A. Springett, extreme left, chief engineer, is supervising the loading of the machine for Domec et Cie, Bordeaux, while Mr. A. Palmer, test engineer, is on the extreme right and at the top are the fitters, Mr. S. Cain, left, and Mr. G. Hine.*

*Two Weatherill L.62.B hydraulic loading shovels, worth more than £13,000, were shipped to Spain in May by MacAndrews & Co. Ltd. in the new £2¼ million Swedish Lloyd ferry, 'Patricia'. The ship, which carries passengers, cars and cargo, makes regular crossings three times a fortnight to Bilbao from Southampton, and is ideally suited to carrying heavy mobile/industrial machinery.*

## BENELUX

### *Amendments to customs import tariff*

A BELGIAN Royal Decree of May 29, 1967 (*Moniteur Belge* No. 102 of May 31) provides for changes in the Benelux customs import tariff in respect of certain processed foodstuffs (main tariff headings of such items reproduced below) with effect from June 1, 1967.

| Tariff No. | Description |
|---|---|
| Ex 17.04 | Sugar confectionery not containing cocoa: |
| B | Chewing gum. |
| C | Other. |
| 18.06 | Chocolate and other food preparations containing cocoa. |
| 19.01 | Malt extract. |
| 19.02 | Preparations of flour, starch or malt extract of a kind used as infant food or for dietetic or culinary purposes, containing less than 50% by weight of cocoa. |
| 19.03 | Macaroni, spaghetti and similar products. |
| 19.04 | Tapioca, including tapioca substitutes obtained from potato starch. |
| 19.05 | Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, corn flakes and similar products). |
| 19.06 | Communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products. |
| 19.07 | Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit. |
| 19.08 | Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion. |
| 21.01 | Roasted chicory and other roasted coffee substitutes. |
| 21.06 | Natural yeasts (active or inactive), prepared baking powders: |
| A | Natural yeasts (active): |
| Ex II | Other: |
| | Prepared baking powders. |
| 21.07 | Food preparations not elsewhere specified or included. |
| 22.02 | Lemonade, flavoured spa waters and flavoured aerated waters, and other non-alcoholic beverages, not including fruit and vegetable juices falling within heading No. 20.07. |
| Ex 35.05 | Dextrins and dextrin glues; soluble or roasted starches, starch glues: |
| B | Dextrin and starch glues. |

A BELGIAN Ministerial Order of May 30, 1967, which appeared in the above-mentioned *Moniteur Belge* provides for partial suspension of import duties on certain of the items listed above, also with effect from June 1, 1967.

The text of the above-mentioned legislation (in French) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

### EXPORT INFORMATION CENTRE

***The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.***

## NORWAY

### *Tariff changes (correction)*

IN THE NOTICE published in the *Board of Trade Journal* on April 7, 1967, it was announced that the import duty of 20 per cent *ad valorem* (a revenue duty) on 'Chassis for lorries for conversion to tractors for "semi-trailers"' (tariff heading ex 87.02) would be temporarily suspended as from January 1, 1967, when the goods are imported from all sources. However the Board of Trade have recently received notice that this temporary exemption from duty, which will be granted in the form of a refund of the 20 per cent *ad valorem* duty paid on import, will apply only to goods when, on application for refund, a statement of EFTA origin is provided and it is proved that the chassis is converted to and registered as a tractor for 'semi-trailers' before the first registration of the chassis.

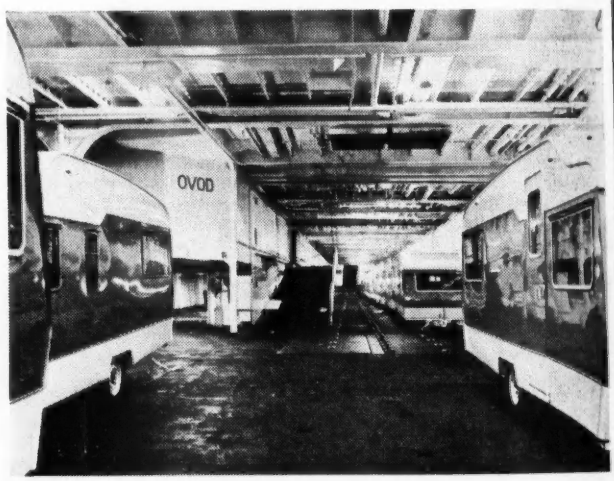
## PORTUGAL

### *Drawback of duty on acrylic yarn*

THE PORTUGUESE *Diario do Governo*, First Series, No. 113 of May 12, 1967, published Order No. 22679, authorizing the importation under the drawback system of acrylic yarn destined for export after having been dyed.

For every 100 kgs. of dyed acrylic yarn exported, the duties on 97 kgs. of yarn imported shall be refunded.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).




*DFDS Roll-on/Roll-off Freight Developments. Part of a consignment of Sprite caravans to Denmark on the car deck of ms 'Winston Churchill', the new 10,000-ton flagship of the United Steamship Co. of Copenhagen. The caravans were carried back to Denmark after the vessel had been officially named by Lady Churchill at Greenwich on May 30, and before it entered regular service on the Harwich/Esbjerg service on June 2. The 'Winston Churchill' is designed to carry lorries, trailers and palletized and containerized freight on ships' trailers, as well as passengers and private motor vehicles.*

### OVERSEAS CABLES

*The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.*

## REPUBLIC OF CHAD

### *Global quotas 1967/8*

IT HAS BEEN announced in Fort-Lamy, Republic of Chad, that the following quotas have been opened for the import of goods for the period April 1, 1967, to March 31, 1968:

| Quota No. | Description | Quota values in French francs. |
|---|---|---|
| 1 | Milk products | 30,000 |
| 2 | Cereals | 10,000 |
| 4 | Wines | 800,000 |
| | Alcohol | 800,000 |
| | Various waters | 80,000 |
| 5 | Sugar and confectionery | 100,000 |
| 6 | Fresh fruit and vegetables | 200,000 |
| | Tea | 4,500,000 |
| | Malt | 400,000 |
| | Preserves | 200,000 |
| 7 | Tobacco | 80,000 |
| 8 | Salt | 400,000 |
| | Cement | 300,000 |
| 9 | Metals | 500,000 |
| 11 | Insecticides | 20,000 |
| 12 | Plastics materials | 10,000 |
| 13 | Rubber | 10,000 |
| 14 | Various (matches, soaps, etc.) | 300,000 |
| 15 | Printed fabrics | 600,000 |
| 16 | Non-printed fabrics and blankets | 620,000 |
| 17 | Jute fabrics and sacks | 2,000,000 |
| 18 | Knitted wear | 800,000 |
| 19 | Metal articles, including enamelled | 1,000,000 |
| 20 | Electric refrigerators | 300,000 |
| | Sewing machines | 50,000 |
| | Office machines | 150,000 |
| | Oil refrigerators | 260,000 |
| | Radio equipment | 30,000 |
| | Domestic electric equipment | 20,000 |
| | Other electrical goods, including batteries | 750,000 |
| | Photographic equipment | 100,000 |
| | Precision instruments | 30,000 |
| | Watches and clocks | 70,000 |
| | Firearms | 50,000 |
| | Musical instruments | 20,000 |
| 21 | Mechanical appliances | 2,550,000 |
| 22 | Vehicles, less than 3 tons | 1,500,000 |
| | Cycles | 10,000 |
| 23 | Tractors | 300,000 |
| 24 | Synthetic fabrics | 800,000 |
| | Other fabric articles | 400,000 |
| | Miscellaneous | 2,000,000 |

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

## RHODESIA

### *Suspension of duty*

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1967 (No. 4), published as Rhodesia Notice No. 407 on June 2, amends the Customs and Excise (Suspension) Regulations, 1967, to the following extent:

| | Effective Rate |
|---|---|
| FIRST SCHEDULE | |
| By the repeal of the following items: | |
| Ex 320 (2) Spectacles and goggles, when certified by the Chief Inspector of Factories to be of a type designed for protecting the eyes of industrial workers | Free |
| Ex 331 (2) Ladder webbing or tape, textile, in the length; of a type suitable for use in the manufacture of venetian blinds | Free |
| and by the substitution, respectively of the following items: | |
| Ex 320 (2) Spectacles and goggles, including lenses therefor, when certified by the Chief Inspector of Factories to be of a type designed for protecting the eyes of industrial workers | Free |
| Ex 331 (2) Ladder webbing or tape, textile or plastic, in the length; of a type suitable for use in the manufacture of venetian blinds | Free |

## KENYA

### *Import licensing regulations*

LEGAL NOTICE No. 109 published in the Kenya *Official Gazette Supplement* dated May 26, announces with effect from May 17, the Import, Exports and Essential Supplies (Imports) (Amendment) (No. 4) Order, 1967, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200-1201) and subsequently amended is now further amended as follows:

| Item No. | Description |
|---|---|
| 841 4 2 | Socks |

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

## REPUBLIC OF SOUTH AFRICA

### *Import control*

NOTICE WAS GIVEN in the *Board of Trade Journal* of May 26 (page 1396) of an announcement by the South African Minister of Economic Affairs of additional import allocations, including a quota of 125 per cent of 1964 imports for engineering equipment, and mention was made of a control on the end-use to which machine tools are put.

Further information has now been received indicating that the question of import facilities for stock purposes of machine tools and capital goods other than engineering equipment is still under consideration. Permits for capital plant and equipment will be issued freely to manufacturers to replace existing equipment, but any required for the expansion of factories or the equipment of new factories must be the subject of special application to the Directorate of Imports.

A second allocation to merchant importers of textile piece-goods has been made, bringing the total allocation for 1967 up to 90 per cent of an importer's average imports during 1959 and 1960.

The initial issues of consumer goods import permits for new businesses have been increased from £3,000 to £3,750 for retailers, and from £5,000 to £7,500 for wholesalers.

## GHANA

### *Short-term debts*

DETAILS of the Bank of Ghana's plans for dealing with short-term debts were published in the *Board of Trade Journal* dated March 17, 1967, page 742. The Bank of Ghana have reviewed the debt situation and have now issued a further statement which is reproduced below:

'The Bank of Ghana has carried out a further quarterly review of the scheme for the settlement of arrears of current payments authorized by Exchange Control that were, as at May 31, 1966, awaiting foreign exchange cover. As a result the Bank announces that foreign exchange cover will be provided forthwith to the commercial banks for the transfer of the following categories of arrears (excluding items of a capital nature):

(1) All remaining amounts which were due for transfer before April 1, 1966.

(2) All amounts exceeding £5,000 but not exceeding £10,000 which were due for transfer in April, 1966.

The position after these payments will be that (apart from amounts due to the large creditors for which separate arrangements have been made):

(i) All amounts up to £2,500 will have been cleared up to May 31, 1966.

(ii) All amounts up to £10,000 will have been cleared up to April 30, 1966.

(iii) All transfers (except items of a capital nature) requested up to March 31, 1966 will have been covered irrespective of the amount.

This announcement does not affect the separate arrangements with the large creditors which continue as before.

The next review will be carried out during August, 1967.'

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226).

## PORTUGUESE EAST AFRICA (MOZAMBIQUE)

### *Liquidation of Indian assets*

HM CONSULATE-GENERAL in Lourenco Marques have reported the announcement of the liquidation of the following Indian businesses:

**District of Lourenco Marques**

Dada Ibrahimo
Laxmibai Purshotam
Bikiben Harjivan Narotam
Vasanti Ratanshi
Tapiben Manilal Natalal
Paniben Kessa
Gangaben Kantilal Bhula
Bhanumatijivan Lala
Ratanbai Gokaldas Govindji
Jamna Diarji Dajibhai
Ashi Vali Muhamad Patel
Uri Muhamad Umar
Maniben Kanjibhai Bhikhabhai
Khatija Ahmed Jainudin
Pohumal Inder Chandomal
Khatija Ismail Sidat
Rama Govind
Valiben Ranchod Naran
Tarabai Rataishi Gordhandas

Claims against the assets of these businesses must be submitted by July 17, 1967.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2340), quoting reference CRE 9944/63.

## CYPRUS

### *Import licensing*

THE BOARD OF TRADE has been notified that:

A. The following items should be added to the list of goods for which a specific import licence is required (published in the *Board of Trade Journal* of June 2, 1967, pages 1441, 1443, under the heading 'Cyprus Import licensing and marking of goods').

| Item No. | Description of Goods |
|---|---|
| 051-03 | Bananas and plaintains, fresh or chilled. |
| 051-04 | Apples, fresh or chilled. |
| 051-05 | Grapes, fresh or chilled. |
| 051-06 | Other fresh or chilled fruits, as follows:<br>(a) Olives.<br>(b) Other.<br>Provided that a supplementary duty of 10% shall be paid on all fruit under item No. 051-06 (b) during the period June 1 to December 31, in each year, inclusive.<br>Provided further that fresh fruit under item No. 051-06 (b) shall be admitted free of duty from all sources where the Director of the Department of Customs and Excise is satisfied that such fruit is imported by a manufacturer of canned products or jams and will be used solely in the manufacture of such products in Cyprus. |
| 053-02 | Crystallized, drained, or glaced fruit (including fruit peel and parts of plants). |
| 053-03 | Jams, marmalades, fruit jellies, fruit pulps and pastes, including tomato puree, whether in airtight containers or not. |
| 054-02 | Dried beans, peas, lentils, and other legumes, including vetch seed and other dry pulses, n.e.s., used as food for animals. |
| 054-03 | Crude vegetable products, used chiefly as materials for human food, as follows:<br>(a) Hops, hopcones.<br>(b) Other. |
| 055-02 | Vegetables, preserved, pickled or otherwise prepared, in airtight containers, including vegetable soups and vegetable juices as follows:<br>(a) Peas; artichokes; carrots; beans; gherkins; cucumbers; spinach; cauliflower; onions; vine leaves; marrows; beetroot; tomatoes; tomato sauce; tomato juice.<br>(b) Other. |
| 055-03 | Vegetables, preserved or prepared NOT in airtight containers, n.e.s. |
| 263-02/04 | Cotton linters; cotton mill waste; cotton, carded or combed. |
| 591-02 | Fuses, primers, and detonators, as follows:<br>(a) Percussion caps.<br>(b) Other. |
| 653-05 | Fabrics, woven or formed from synthetic fibres or spun glass, as follows: |
| | (a) Plastic ribbons (opaque).<br>(b) Heavy canvas, admitted as such by the Director of the Department of Customs and Excise.<br>(c) Remnants, being pieces of a length not exceeding five yards per piece, when packed in seperate complete packages and invoiced separately from other fabrics, admitted as such by the Director of the Department of Customs and Excise.<br>(d) Printed fabrics; fabrics with stripes, checks or patterns of more than one colour.<br>(e) Other, including fabrics unbleached or of single colours n.e.s. |
| 691-02 | Firearms, n.e.s. and side arms, as follows:<br>(a) Humane killers; pistols; revolvers and other non-sporting arms; side arms; and parts thereof.<br>(b) Shot guns.<br>(c) Other, including harpoon-throwing guns, sports starting pistols and firearm parts, n.e.s. |
| 851-02 | Footwear, other, wholly or mainly of leather, as follows:<br>(a) Miners' safety boots and safety shoes, admitted as such by the Director of the Department of Customs and Excise, subject to such terms and conditions as he may see fit to impose.<br>(b) Other. |
| 851-03 | Footwear, other, wholly or mainly of textile materials, as follows:<br>(a) Children's.<br>(b) Other. |
| 851-04 | Rubber footwear, as follows:<br>(a) Miners' safety boots and safety shoes, admitted as such by the Director of the Department of Customs and Excise, subject to such conditions as he may see fit to impose.<br>(b) Other. |

B. The following amendments should be made to the above-mentioned list (as it was published in the *Journal* of June 2, 1967):

(i) Delete the description for Item No. 711-01 and Item No. 711-09 and substitute 711-01 Boilers.

(ii) Delete the description for Item No. 716-12 and substitute cooling apparatus for cooling chambers.

(iii) Delete the description for Item No. 899-07 and Item No. 899-11 and substitute 'Plastic tableware for domestic purposes for use in hotels or restaurants, plastic vases and wrappers (including the printed ones)'.

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, London, E.C.2 (Tel. 01-248 5757, Ext. 471/2/3).

## LEBANON

### *Customs tariff*

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

| Heading No. | Description of Goods | Basis for collection | Normal Tariff |
|---|---|---|---|
| 48.07 | Paper and paperboard, impregnated coated, surface-coloured, surface decorated or printed (not being merely ruled, lined or squared and not constituting products falling within heading 48.06 or printed matter within chapter 49), in rolls or sheets: | | |
| | 61f Kraft paper or paperboard with a poly-ethylene coating on either side, weighing more than 200 g. and not more than 350 g. per square metre, imported in big rolls of width of at least 44 cms., and of an individual weight of at least 25 kilogrammes . . | *ad valorem* | 6% |
| | 62g Carbon paper imported in big rolls unsuitable for direct use before cutting . . . | *ad valorem* | 6% |
| | 79h Other . . . . . | *ad valorem* | 18% |

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

## SYRIA

### *Pharmaceuticals*

THE LEGISLATIVE decree creating the Foreign Trade Organization for Pharmaceuticals Products has now been published.

Earlier notification on this subject appeared in the *Board of Trade Journal* on May 19, 1967, page 1335.

Inquiries relating to this notice should be addressed to Commercial Relations and Export Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

## MALAYSIA

### *Currency*

As FROM June 12, 1967, the currency unit for Malaysia will be called the Malaysian dollar instead of the Malayan dollar and the Central Bank of Malaysia will replace the Board of Commissioners of Currency, Malaya and British Borneo, as the sole currency issuing authority in Malaysia.

The parity of the Malaysian dollar will be equivalent to 0.290299 grammes of fine gold, which is exactly the same as the parity of the existing Malayan dollar, and it will equal 2s. 4d. sterling.

A notice announcing the establishment of the Singapore Currency Board and the issue of a separate Singapore currency, the Singapore dollar, as from June 12, 1967, appeared in the *Board of Trade Journal* dated April 14, 1967, page 961.

## CEYLON

### *Import licensing of drugs*

IMPORT CONTROL Notice No. 5/67, published in the Ceylon Government *Gazette Extraordinary* of May 21, 1967, contains a further list of proprietary drugs which may be imported into Ceylon on licences issued by the Controller of Imports and Exports under Quota Item No. D.3 (in terms of Import Control Notice No. 24/64 published in the *Board of Trade Journal* of January 15, 1965, page 136).

The list of drugs may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468/9).

## SINGAPORE

### *Pioneer industries ordinance*

THE BOARD OF TRADE have been informed by cable that the Singapore Government has announced that subject to representation made in writing to the Minister of Finance before July 2, 1967, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

| Industries | Products |
|---|---|
| 1. Timber | (a) Kilned dried timber, sawn, surfaced, moulded or further processed |
| | (b) Pressure-treated sawn timber |
| 2. Chemical | Nitrous oxide |

This notice means that the Minister of Finance is satisfied that the establishment and development of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Singapore income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Further inquiries about Pioneer Industries legislation may be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 6197/4/G.

**EXPORT INQUIRIES**

*Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4* (Tel. 01-248 5757).

*It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 1522 of June 9 issue.*

*Part of the batch of six BSA single spindle automatic lathes which BSA Tools Limited of Birmingham – a member of the Herbert Group – are exporting to Hong Kong later this month. They are being supplied to Oak Electro/netics Corporation (Hong Kong) Limited for high precision work producing television tuner spindles for Hong Kong's rapidly growing radio and television industry. Total value of the order is £30,000.*

**INDEX INQUIRIES**

*Inquiries about the detailed contents of the* JOURNAL *(dates of which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

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# AUSTRALIA

## *Tariff changes (including temporary duties)*

DETAILS ARE GIVEN below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on May 19, 1967. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

| Tariff Item | Goods | Former Duties | | New Duties | |
|---|---|---|---|---|---|
| | | General | Preferential | General | Preferential |
| 31.04 | [Mineral or chemical fertilizers, potassic: | | | | |
| 31.04.100 | Potassium chloride containing, when in a dry anhydrous state, the equivalent of more than 62%, by weight, of $K_2O$ | 7½% | Free | Free (Under new item 31.04.000) | Free |
| 31.04.900 | Other] | Free | Free | No change (Under new item 31.04.000) | |
| 31.04.000 | *Mineral or chemical fertilizers, potassic* | 7½% (Under former item 31.04.100) | Free | Free | Free |
| 31.05 | Other fertilizers; goods put up in the form of tablets or lozenges or in a similar prepared form or in packs of a gross weight not exceeding 10 kilogrammes (22·05 lb.), being goods that, if they were not so put up, would fall within another item in this Chapter: | No change (Under former item 31.04.900) | | | |
| 31.05.1 | Goods put up in the form of tablets or lozenges or in a similar prepared form or in packs of a gross weight not exceeding 10 kilogrammes (22·05 lb.): | | | | |
| 31.05.110 | [Ammonium phosphates; ammonium sulphate; ammonium nitrate containing, when in a dry anhydrous state, more than 33·25%, by weight, of nitrogen; potassium chloride containing, when in a dry anhydrous state, the equivalent of more than 62%, by weight, of $K_2O$] | 7½% | Free | Free (Under new item 31.05.190) | Free |
| 31.05.110 | *No paragraph.* | | | | |
| 31.05.190 | [Other] | Free | Free | No change (Under new item 31.05.190) | |
| 31.05.190 | *Other* | No change (Under former item 31.05.190) | | Free | Free |
| 39.02 | Polymerization and copolymerization products (including polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins): | 7½% (Under former item 31.05.110) | Free | | |
| 39.02.14 | Of the [vinyl or] vinylidene type, not being adhesives; of the coumarone-indene type, not being adhesives; of the petroleum resin type, not being adhesives; of the cyclopentadiene copolymer type, not being adhesives; of the propylene type, not being adhesives; of the acrylic type, not being adhesives; of polyisobutylene, not being adhesives: | | | | |
| 39.02.141 | [Of vinyl chloride polymers and copolymers Determined support price for calculation of SVD – $410 per ton] | 60%, and 90% of SVD | 50%, and 90% of SVD | No change (Under new item 39.02.151) | |
| 39.02.141 | *No sub-paragraph* | | | | |
| 39.02.143 | [Of the coumarone-indene type; of the petroleum resin type; of the cyclopentadiene copolymer type; of the propylene type; of the vinyl or vinylidene type, not being goods falling within sub-paragraph 39.02.141] | 40% | 30% | No change (Under new items 39.02.143; 159) | |
| 39.02.143 | *Of the coumarone-indene type; of the petroleum resin type; of the cyclopentadiene copolymer type; of the propylene type; of the vinylidene type* | No change (Under former item 39.02.143) | | 40% | 30% |
| 39.02.15 | *Of the vinyl type, not being adhesives:* | | | | |
| 39.02.151 | *Of vinyl chloride copolymers and copolymers Support value for calculation of SVD – $410 per ton* | No change (Under former item 39.02.141) | | 60%, and 90% of SVD | 50%, and 90% of SVD |
| 39.02.159 | *Of other types* | No change (Under former item 39.02.143) | | 40% | 30% |
| 40.09 | Piping and tubing, of unhardened vulcanized rubber: | | | | |
| 40.09.9 | Other: | | | | |
| 40.09.910 | [Not greater than one inch internal diameter | 40%, or, if higher, $0·083 per lb. 40% | 22½%, or, if higher, $0·042 per lb. 22½% | No change (Under new item 40.09.991) | |
| 40.09.990 | Other] | | | No change (Under new item 40.09.999) | |
| 40.09.99 | *Other:* | | | | |
| 40.09.991 | *Not greater than one inch internal diameter* | No change (Under former item 40.09.910) | | 40%, or, if higher, $0·083 per lb. 40% | 22½%, or, if higher, $0·042 per lb. 22½% |
| 40.09.999 | *Other* | No change (Under former item 40.09.990) | | | |
| | *After note 2 to Chapter 41 insert the following note:* 3. *The following goods are specified for the purposes of paragraph 41.05.19, that is to say, goods that:* (a) *were in transit to Australia on April 10, 1967; and* (b) *are entered for home consumption within 21 days after importation.* | | | | |
| 41.05 | Other kinds of leather, other than leather falling within item 41.06, 41.07 or 41.08: | | | | |
| 41.05.100 | [Hogskin] | Free | Free | No change (Under new item 41.05.110) | |
| | | | | Free plus temporary duty (Under new item 41.05.190) | Free plus temporary duty |
| 41.05.1 | *Hogskin:* | | | | |
| 41.05.110 | *Having a fob price not less than $0·20 per square foot* | No change (Under former item 41.05.100) | | Free | Free |
| 41.05.190 | *Other* | Free (Under former item 41.05.100) | Free | Free and, except in respect of goods specified in note 3 to this Chapter, a temporary duty of $0·06 per sq. ft. less per sq. ft. an amount, if any, equal to the amount per sq. ft. by which the fob price of the goods exceeds $0·14 | Free |
| 48.21 | Other goods made of paper pulp, paper, paperboard or cellulose wadding: | | | | |
| 48.21.500 | *New sub-item* *Apparel* | 50% Primage 10% (Under former item 48.21.900) | 27½% Primage 5% | The rate of duty set out in this column that would apply to the goods if they were made up of a textile fabric woven from paper yarn | The rate of duty set out in this column that would apply to the goods if they were made up of a textile fabric woven from paper yarn |

| Tariff Item | Goods | Former Duties | | New Duties | |
|---|---|---|---|---|---|
| | | General | Preferential | General | Preferential |
| 48.21.900 | [Other] | 50%<br>Primage 10% | 27½%<br>Primage 5% | No change<br>(Under new item 48.21.900)<br>The rate of duty set out in this column that would apply to the goods if they were made up of a textile fabric woven from paper yarn | The rate of duty set out in this column that would apply to the goods if they were made up of a textile fabric woven from paper yarn |
| 48.21.900 | *Other* | No change<br>(Under former item 48.21.900) | | (Under new item 48.21.500)<br>50%<br>Primage 10% | 27½%<br>Primage 5% |
| 59.08 | Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials: | | | | |
| 59.08.1<br>59.08.11 | Impregnated or coated with resins of the vinyl or vinylidene types, *not being braids:*<br>Impregnated or coated with resins of the polyvinyl chloride type, not being pressure sensitive adhesive fabrics: | | | | |
| 59.08.111 | [As prescribed by by-law] | 40% | 25% | No change<br>(Under new item 59.08.111)<br>30%<br>Primage 10%<br>(Under new item 59.08.710)<br>12½%<br>(Under new item 59.08.790)<br>40% | 7½%<br>Primage 5%<br>Free<br>25% |
| 59.08.111 | *As prescribed by by-law* | No change<br>(Under former item 59.08.111) | | | |
| 59.08.190 | [Other] | 40% | 25% | No change<br>(Under new item 59.08.190)<br>30%<br>Primage 10%<br>(Under new item 59.08.710)<br>12½%<br>(Under new item 59.08.790)<br>40% | 7½%<br>Primage 5%<br>Free<br>25% |
| 59.08.190 | *Other* | No change<br>(Under former item 59.08.190) | | | |
| 59.08.200 | [Impregnated or coated with resins of the polyethylene type] | 22½% | 10% | No change<br>(Under new item 59.08.200)<br>30%<br>Primage 10%<br>(Under new item 59.08.710)<br>12½%<br>(Under new item 59.08.790)<br>22½% | 7½%<br>Primage 5%<br>Free<br>10% |
| 59.08.200 | *Impregnated or coated with resins of the polyethylene type, not being braids* | No change<br>(Under former item 59.08.200) | | | |
| 59.08.300 | [Impregnated or coated with phenoplasts] | 47½% | 30% | No change<br>(Under new item 59.08.300)<br>30%<br>Primage 10%<br>(Under new item 59.08.710)<br>12½%<br>(Under new item 59.08.790)<br>47½% | 7½%<br>Primage 5%<br>Free<br>30% |
| 59.08.300 | *Impregnated or coated with phenoplasts, not being braids* | No change<br>(Under former item 59.08.300) | | | |
| 59.08.400 | [Impregnated or coated with aminoplasts] | 40% | 25% | No change<br>(Under new item 59.08.400)<br>30%<br>Primage 10%<br>(Under new item 59.08.710)<br>12½%<br>(Under new item 59.08.790)<br>40% | 7½%<br>Primage 5%<br>Free<br>25% |
| 59.08.400 | *Impregnated or coated with aminoplasts, not being braids* | No change<br>(Under former item 59.08.400) | | | |
| 59.08.500 | [Impregnated or coated with cellulose acetate or cellulose acetate butyrate] | 20% | 7½% | No change<br>(Under new item 59.08.500)<br>30%<br>Primage 10%<br>(Under new item 59.08.710)<br>12½%<br>(Under new item 59.08.790) | 7½%<br>Primage 5%<br>Free |
| 59.08.500 | *Impregnated or coated with cellulose acetate or cellulose acetate butyrate, not being braids* | No change<br>(Under former item 59.08.500) | | 20% | 7½% |
| 59.08.6<br>59.08.690 | [Impregnated or coated with celluloid, nitrocellulose or silicone rubber:<br>Other] | 7½% | Free | No change<br>(Under new item 59.08.690)<br>30%<br>Primage 10%<br>(Under new item 59.08.710)<br>12½%<br>(Under new item 59.08.790) | 7½%<br>Primage 5%<br>Free |
| 59.08.6<br>59.08.690 | *Impregnated or coated with celluloid, nitrocellulose or silicone rubber, not being braids:*<br>*Other* | No change<br>(Under former item 59.08.690) | | 7½% | Free |
| 59.08.7<br>59.08.710 | *Braids:*<br>*When not suitable for attire* | 40%<br>(Under former items 59.08.111; 190; 400) | 25% | 30%<br>Primage 10% | 7½%<br>Primage 5% |
| | | 22½%<br>(Under former item 59.08.200) | 10% | | |
| | | 47½%<br>(Under former item 59.08.300) | 30% | | |
| | | 20%<br>(Under former item 59.08.500) | 7½% | | |
| | | 7½%<br>(Under former items 59.08.690; 990) | Free | | |
| | | 7½%; and a temporary duty of 47½%, or, if higher, $0·25 per sq. yd. | Free; and a temporary duty of 37½%; or, if higher, $0·25 per sq. yd. less 10% | | |
| | | (Under former item 59.08.920) | | | |

(*Continued on next page*)

**AUSTRALIA, *continued***

| Tariff Item | Goods | Former Duties | | New Duties | |
|---|---|---|---|---|---|
| | | General | Preferential | General | Preferential |
| 59.08.790 | *Other* | 40%<br>(Under former items 59.08.111; 190; 400)<br>22½%<br>(Under former item 59.08.200)<br>47½%<br>(Under former item 59.08.300)<br>20%<br>(Under former item 59.08.500)<br>7½%<br>(Under former items 59.08.690; 990) | 25%<br>10%<br>30%<br>7½%<br>Free | 12½% | Free |
| 59.08.9<br>59.08.920 | Impregnated or coated with other materials, *not being braids*:<br>[Goods in which a or the textile fabric contains not less than 20% by weight of man-made fibres, not being pressure sensitive adhesive fabrics or goods falling within paragraph 59.08.91] | 7½%; and, except in respect of goods specified in note 7 to this Chapter, a temporary duty of 47½%, or, if higher, $0·25 per sq. yd. | Free; and, except in respect of goods specified in note 7 to this Chapter, a temporary duty of 37½%, or, if higher, $0·25 per sq. yd. less 10% | 30%<br>Primage 10%<br>(Under new item 59.08.710)<br>12½%<br>(Under new item 59.08.790) | 7½%<br>Primage 5%<br>Free |
| 59.08.920 | *Goods in which a textile fabric contains not less than 20% by weight of man-made fibres, not being pressure sensitive adhesive fabrics or goods falling within paragraph 59.08.91* | No change<br>(Under former item 59.08.920) | | 7½%; and a temporary duty of 47½%, or, if higher, $0·25 per sq. yd. | Free; and a temporary duty of 37½%, or, if higher, $0·25 per sq. yd. less 10% |
| 59.08.990 | [Other] | 7½% | Free | 30%<br>Primage 10%<br>(Under new item 59.08.710)<br>12½%<br>(Under new item 59.08.790)<br>7½% | 7½%<br>Primage 5%<br>Free<br>Free |
| 59.08.990 | *Other* | No change<br>(Under former item 59.08.990) | | | |
| 59.09 | Textile fabrics impregnated or coated with oil or preparations with a basis of drying oil: | | | | |
| 59.09.300 | *New sub-item*<br>*Braids* | 47½%<br>Primage 10%<br>(Under former item 59.09.900) | 22½%<br>Primage 5% | 30%<br>Primage 10% | 7½%<br>Primage 5% |
| 59.09.900 | [Other] | 47½%<br>Primage 10% | 22½%<br>Primage 5% | No change<br>(Under new item 59.09.900)<br>30%<br>Primage 10%<br>(Under new item 59.09.300) | 7½%<br>Primage 5% |
| 59.09.900 | *Other* | No change<br>(Under former item 59.09.900) | | 47½%<br>Primage 10% | 22½%<br>Primage 5% |
| 59.11.000 | [Rubberized textile fabrics, other than rubberized knitted or crocheted goods] | 47½%<br>Primage 10%, other than leathercloth;<br>Primage 5%, leathercloth only | 22½%<br>Primage 5%, other than leathercloth | No change<br>(Under new item 59.11.100)<br>The rate of duty set out in these columns that would apply to the goods if they were not rubberized and were fabrics of the same width and weight per square yard as the goods and of the same weave and textile fibre composition as the textile fabric in the goods, or, if there are two or more textile fabrics in the goods, as the textile fabric in the goods that gives, or, in the opinion of the Minister, is deemed to give, the goods their essential character<br>(Under new item 59.11.900) | |
| 59.11<br>59.11.100 | *Rubberized textile fabrics, other than rubberized knitted or crocheted goods:*<br>*Waterproofed* | No change<br>(Under former item 59.11.000) | | 47½%<br>Primage 10%, other than leathercloth;<br>Primage 5%, leathercloth only | 22½%<br>Primage 5%, other than leathercloth |
| 59.11.900 | *Other* | 47½%<br>Primage 10%, other than leathercloth;<br>Primage 5%, leathercloth only<br>(Under former item 59.11.000) | 22½%<br>Primage 5%, other than leathercloth | The rate of duty set out in these columns that would apply to the goods if they were not rubberized and were fabrics of the same width and weight per square yard as the goods and of the same weave and textile fibre composition as the textile fabric in the goods, or, if there are two or more textile fabrics in the goods, as the textile fabric in the goods that gives, or, in the opinion of the Minister, is deemed to give the goods their essential character | |
| 59.12 | Textile fabrics otherwise impregnated or coated; painted canvas being theatrical scenery, studio back-cloths or the like: | | | | |
| 59.12.4<br>59.12.410 | *New sub-item*<br>*Braids:*<br>*When not suitable for attire* | 47½%<br>Primage 10%<br>(Under former item 59.12.911)<br>7½%<br>(Under former item 59.12.919)<br>35%<br>Primage 5%<br>(Under former item 59.12.991)<br>The rate in these columns that applies to a textile fabric of the same weight per square yard as the goods being a fabric that is otherwise identical with the 'essential' base fabric<br>(Under former item 59.12.999) | 22½%<br>Primage 5%<br>Free<br>12½% | 30%<br>Primage 10% | 7½%<br>Primage 5% |

| Tariff Item | Goods | Former Duties | | New Duties | |
|---|---|---|---|---|---|
| | | General | Preferential | General | Preferential |
| 59.12.490 | *Other* . . . . . | 47½% Primage 10% (Under former item 59.12.911) 7½% (Under former item 59.12.919) 35% Primage 5% (Under former item 59.12.991) The rate in these columns that applies to a textile fabric of the same weight per square yard as the goods being a fabric that is otherwise identical with the 'essential' base fabric (Under former item 59.12.999) | 22½% Primage 5% Free 12½% | 12½% | Free |
| 59.12.9 | Other: | | | | |
| 59.12.91 | Waterproofed, in widths not exceeding 30 centimetres (11·811 in.): | | | | |
| 59.12.911 | [Impregnated or coated with asphalt, bitumen, pitch, tar or similar materials . | 47½% Primage 10% | 22½% Primage 5% | No change (Under new item 59.12.911) 30% Primage 10% (Under new item 59.12.410 12½% (Under new item 59.12.490) | 7½% Primage 5% Free |
| 59.12.919 | Impregnated or coated with other materials . . . . . | 7½% | Free | No change (Under new item 59.12.919) 30% Primage 10% (Under new item 59.12.410) 12½% (Under new item 59.12.490) | 7½% Primage 5% Free |
| 59.12.99 | Other: | | | | |
| 59.12.991 | Impregnated or coated with asphalt, bitumen, pitch, tar or similar materials . . | 35% Primage 5% | 12½% | No change (Under new item 59.12.991) 30% Primage 10% (Under new item 59.12.410) 12½% (Under new item 59.12.490) | 7½% Primage 5% Free |
| 59.12.999 | Other] . . . . . | The rate in these columns that applies to a textile fabric of the same weight per square yard as the goods being a fabric that is otherwise identical with the 'essential' base fabric | | No change (Under new item 59.12.999) 30% Primage 10% (Under new item 59.12.410) 12½% (Under new item 59.12.490) | 7½% Primage 5% Free |
| 59.12.911 | *Impregnated or coated with asphalt, bitumen, pitch, tar or similar materials* . . | No change (Under former item 59.12.911) | | 47½% Primage 10% | 22½% Primage 5% |
| 59.12.919 | *Impregnated or coated with other materials* . . . . . | No change (Under former item 59.12.919) | | 7½% | Free |
| 59.12.99 | *Other:* | | | | |
| 59.12.991 | *Impregnated or coated with asphalt, bitumen, pitch, tar or similar materials* . . | No change (Under former item 59.12.991) | | 35% Primage 5% | 12½% |
| 59.12.999 | *Other* . . . . . | No change (Under former item 59.12.999) | | The rate in these columns that applies to a textile fabric of the same weight per square yard as the goods being a fabric that is otherwise identical with the 'essential' base fabric | |
| 84.23 | Excavating, levelling, tamping, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (including mechanical shovels, coal-cutters, excavators, scrapers, levellers and bulldozers); pile-drivers; snow-ploughs, not self-propelled (including snow-plough attachments): | | | | |
| 84.23.2 | Dredging and excavating machines: | | | | |
| 84.23.21 | Of the shovel, back-filler, skimmer, grab or dragline kind or of a similar kind, wholly or partly revolving or self-propelling or wholly or partly revolving and self-propelling: | | | | |
| 84.23.213 | [Grabs] . . . . . | 55% | 27½% | No change (Under new item 84.23.400) | |
| 84.23.213 | *No paragraph.* | | | | |
| 84.23.400 | *New sub-item* *Parts or accessories for dredging and excavating machines, scarifiers, rippers and the like, as follows: cutters, teeth, points and adaptors and like replaceable parts; grabs* | 47½% Primage 10% (Under former item 84.23.211) 47½%; less 0·9% for each ton by which the weight of the machine exceeds 45 tons; or, if higher, 7½% (Under former item 84.23.212) No change (Under former item 84.23.213) 30% Primage 10% (Under former item 84.23.290) 27½% (Under former item 84.23.320) | 22½% Primage 5% 22½%; less 0·9% for each ton by which the weight of the machine exceeds 45 tons 5% | 55% | 27½% |
| 84.48 | Accessories and parts of a kind used solely or principally with machines of a kind falling within item 84.45, 84.46 or 84.47, including work and tool holders, self-opening die-heads, dividing heads and other appliances for machine-tools; tool holders for any kind of tool or machine-tool for working in the hand: | | | | |
| 84.48.9 | Other: | | | | |
| 84.48.910 | [Of a kind used solely or principally with machines of a kind falling within sub-item 84.46.1, 84.47.1, 84.47.2, 84.47.3, 84.47.4 or 84.47.5 . . . . . | 7½% | Free | No change (Under new item 84.48.991) The rate of duty set out in these columns that would apply to the goods if the goods were the lowest valued machine with which the goods are suitable for use (Under new item 84.48.910) | |

*(Continued on next page)*

AUSTRALIA, *continued*

| Tariff Item | Goods | Former Duties | | New Duties | |
|---|---|---|---|---|---|
| | | General | Preferential | General | Preferential |
| 84.48.99<br>84.48.991 | Other:<br>Of a kind used solely or principally with woodworking machines] | 42½%<br>Primage 5% | 17½% | The rate of duty set out in these columns that would apply to the goods if the goods were the lowest valued machine with which the goods are suitable for use (Under new item 84.48.910) | |
| 84.48.910 | *Of a kind used solely or principally with woodworking machines* | 7½%<br>(Under former item 84.48.910) | Free | The rate of duty set out in these columns that would apply to the goods if the goods were the lowest valued machine with which the goods are suitable for use | |
| | | 42½%<br>Primage 5%<br>(Under former item 84.48.991) | 17½% | | |
| 84.48.99<br>84.48.991 | *Other:*<br>*Of a kind used solely or principally with machines of a kind to which sub-item* 84.46.1 *or* 84.47.5 *applies* | No change<br>(Under former item 84.48.910) | | 7½% | Free |
| 84.63 | Transmission shafts, cranks, bearings, housings, plain shaft bearings, gears and gearing (including friction gears and gear-boxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings: | | | | |
| 84.63.300 | [Designed for use with fuel injection equipment for compression ignition engines; flexible shafts having fittings at both ends and designed for transmitting power from a mechanical driving unit to a hand-held tool holder] | 7½% | Free | No change<br>(Under new item 84.63.300) | |
| 84.63.300 | *Of a kind solely or principally with fuel injection equipment for compression ignition engines; flexible shaft transmissions and parts thereof* | No change<br>(Under former item 84.63.300)<br>The rate of duty in these columns that applies to the goods with which the parts or accessories are solely or principally used<br>(Under former item 90.29.900) | | 7½% | Free |

| Tariff Item | Goods | Former Duties | | New Duties | |
|---|---|---|---|---|---|
| | | Special Rates | Special Preferential Rates | Special Rates | Special Preferential Rates |
| 12 | Goods consisting of the outside package or the outside covering in which goods are imported (whether or not the goods contained therein are also in other packages or coverings) being a package or covering in which goods of that kind are ordinarily imported, but not including containers of the refillable type for the storage of a gas (including gas liquified under pressure)] | Free | Free | No change<br>(Under new item 12) | |
| 12 | *Goods, as prescribed by by-laws, being the outside package or the outside covering in which goods are imported (whether or not the goods contained therein are also in other packages or coverings) and being a package or covering in which goods of that kind are ordinarily imported* | No change<br>(Under former item 12) | | Free | Free |
| 48 | *New item*<br>*Indicating, measuring, recording, regulating or controlling apparatus and parts therefor, as prescribed by by-law, being goods that are for use otherwise than in steam raising or furnace application* | — | — | 7½% | Free |

# NEW ZEALAND

## *Customs tariff inquiry*

THE NEW ZEALAND TARIFF and Development Board has announced that it proposes to inquire into and report on the possible addition to Schedule A of the New Zealand-Australia Free Trade Agreement, 1966, of certain articles of wood for domestic use. The effect of their addition to Schedule A would be to phase out over a period of time all the customs duty payable on their import into New Zealand from Australia. The articles under consideration are as follows:

| July 1967 Tariff Item No. | Present Tariff Item No. | Brief Description | British Preferential | Most-Favoured-Nation | General Tariff |
|---|---|---|---|---|---|
| Ex 44.24.09 | Ex 632.720.3 | Household utensils of wood, viz.: spoons and forks | 27½%<br>Aul 32½%<br>Can 32½% | 55% | 60% |
| 44.27 | | Standard lamps, table lamps and other lighting fittings, of wood; articles of furniture, of wood, not falling within Chapter 94; caskets, cigarette boxes, trays, fruit bowls, ornaments and other fancy articles, of wood; cases for cutlery, for drawing instruments or for violins, and similar receptacles, of wood; articles of wood for personal use or adornment of a kind normally carried in the pocket; in the handbag or on the person; parts of the foregoing articles, of wood: | | | |
| 44.27.01 | 632.730.1 | Standard lamps, table lamps and other lighting fittings and parts thereof | 32½%<br>Aul 32½% | | 60% |
| 44.27.02 | 632.730.2 | Articles for personal use or adornment, of a kind normally carried in the pocket, in the handbag or on the person and parts thereof | 32½%<br>Aul 32½% | 50% | 65% |
| 44.27.09 | 632.730.9 | Other | 27½%<br>Aul 27½%<br>Can 32½% | 55% | 60% |
| Ex 44.28 | | Other articles of wood, not including:<br>Artists' palettes, capacity measures, hand knitting needles and hand knitting pins; crochet hooks, rollers for spring blinds, shingles | | | |
| 44.28.04 | 632.890.1 | Oars and paddles | Free | | Free |
| 44.28.09 | 632.890.9 | Other articles | 27½%<br>Aul 27½%<br>Can 32½% | 55% | 60% |

The public inquiry will take place in Wellington on July 17, 1967. Typewritten statements of evidence (12 copies) should be lodged with Mr. P. A. T. Abraham, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than July 10, 1967. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person

tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2320) quoting reference CRE 1335/67, and any British trade association or firm proposing to submit evidence is asked to advise this Department of their intention.

## CANADA

## *Budget proposals for 1967-1968*

THE CANADIAN MINISTER of Finance presented his Budget to the Canadian House of Commons on June 1. It contains proposals for changes in the Excise Tax Act and the Customs Tariff. Details of the changes which are, of course, subject to approval by the Canadian Parliament are given below:

### Excise Tax Act

1. That effective June 2, 1967, all goods listed in Schedule V (Production machinery – see the *Board of Trade Journal* notices of January 6 and January 20) to the said Act be exempt from sales tax.
2. That effective September 1, 1967, any material, substance, mixture, compound or preparation, of whatever composition or in whatever form, including materials for use exclusively in the manufacture thereof, sold or represented for use in the diagnosis, treatment, mitigation or prevention of a disease, disorder, abnormal physical state, or the symptoms thereof, in humans or animals, or for restoring, correcting or modifying organic functions in humans or animals be exempt from sales tax but that this exemption shall not apply to cosmetics or confectionery products.
3. That effective June 2, 1967, goods enumerated in tariff item 48100-1, namely 'specially constructed boot or appliance made to order for a person having a crippled or deformed foot or ankle', and in tariff item 48105-1, namely 'individual pairs of boots or shoes for defective or abnormal feet, when purchased on the written order of a registered medical practitioner', and articles and materials for use exclusively in the manufacture thereof be exempt from sales tax.
4. That effective June 2, 1967, artificial breathing apparatuses purchased or leased on the written order of a registered medical practitioner by an individual afflicted by a respiratory disorder for his own use be exempt from sales tax.
5. That effective June 2, 1967, plans, drawings, related specifications and substitutes therefor, and reproductions of the foregoing sold to or imported by manufacturers or producers for use by them directly in the manufacture or production of goods be exempt from sales tax.
6. That where materials for use exclusively in the construction of residences for students have been purchased by or on behalf of a company wholly-owned and controlled by Her Majesty in right of a province and established for the sole purpose of providing residences for students of universities or other similar educational institutions, the Minister of National Revenue may, upon application by the company made in such form as the Minister prescribes within two years from the time of the purchase of the materials, pay to the company an amount equal to the tax imposed by Part VI of the said Act that has been paid in respect thereof.

### Customs tariff

The changes in the Tariff are to take effect from June 2, 1967:

### Schedule A

The following items have been deleted from Schedule A: 20925-1, 21045-1, 22001-1 and the heading thereto, 22002-1 and the heading thereto, 22003-1 and the heading thereto, 26325-1, 40938-1, 42761-1 and the heading thereto, 42762-1 and the heading thereto, 44043-1, 44047-1, 47600-1, 56400-1 and 69315-1; and are replaced by:

| Tariff Item | | British Preferential Tariff | Most-Favoured-Nation Tariff | General Tariff | Rates in Effect Prior to Rates Proposed in this Budget | | |
|---|---|---|---|---|---|---|---|
| | | | | | British Preferential Tariff | Most-Favoured-Nation Tariff | General Tariff |
| 3805-1 | *Yeast, n.o.p.* | 5% | 10% | 25% | 15% | 20% | 25% |
| 15640-1 | *Tequila* . . . *per gallon of the strength of proof* | $5·00 | $5·00 | $10·00 | $5·00 | $10·00 | $10·00 |
| | *and in addition thereto, under all tariffs,* $9·00 *per gallon of the strength of proof* | | | | | | |
| | *When the goods specified in this item are of greater or less strength than the strength of proof, the measurement thereof and the amount of duty payable thereon shall be increased or decreased in proportion for any greater or less strength than the strength of proof.* | | | | | | |
| 20925-1 | Potassium chloride | Free | Free | 25% | Free | Free | 25% |
| | (Applicable to December 31, 1968) | | | | (Applicable to December 31, 1967) | | |
| 21045-1 | Sodium hypochlorite in solution | 15% | 20% | 30% | 15% | 20% | 30% |
| | (Applicable to December 31, 1968) | | | | (Applicable to December 31, 1967) | | |
| 22001-1 | All medicinal and pharmaceutical preparations, compounded of more than one substance, *whether or not containing alcohol,* including patent and proprietary preparations, tinctures, pills, powders, troches, lozenges, filled capsules, tablets, syrups, cordials, bitters, anodynes, tonics, plasters, liniments, salves, ointments, pastes, drops, waters, essences and oils | 15% | 15% | 25% | 17½%<br>17½%<br>25% | 20%<br>20%<br>25% | 25%<br>40%<br>60% |
| | Any article in this item containing more than 40% of proof spirit shall be rated for duty at . . . *per gallon* | $1·50 | $1·50 | $2·00 | $2·00 | $2·00 | $3·00 |
| | *and* | 15% | 15% | 25% | 20% | 20% | 30% |
| 22003-1 | *Drugs, n.o.p.* | 15% | 15% | 25% | 15% | 20% | 25% |
| 26325-1 | Compounds of tetramethyl lead, in which tetramethyl lead is the preponderant constituent by weight | 12½% | 12½% | 25% | 12½% | 12½% | 25% |
| | (Applicable to December 31, 1968) | | | | (Applicable to December 31, 1967) | | |
| 35240-1 | *Moulded shuttle blanks, not further manufactured than moulded, with or without metal tips, for use in the manufacture of shuttles* | 10% | 10% | 30% | 10% | 10% | 30% |
| 40938-1 | Internal combustion tractors other than highway truck-tractors *and other than the following integrated self-propelled machines: front-end loaders or tractor shovels, tractor dozers, log skidders, log loaders, fork lift or lift trucks, combination excavating and transporting scraper units, combination excavating and loading machines, street sweepers, mobile compressors, and snow moving machines;* accessories, n.o.p., and parts thereof, for tractors *entitled to entry under this item;* parts of *tractors entitled to entry under this item* | Free | Free | Free | Free | Free | Free |
| 42711-1 | *Integrated self-propelled machines commonly known as front-end loaders or tractor shovels; parts of the foregoing* | 2½% | 15% | 35% | Free<br>10% | Free<br>22½% | Free<br>35% |
| | Machines and tools, including blades, loaders, rippers, rakes and related operating and controlling gear; all the foregoing for use on internal combustion tractors *entitled to entry under tariff item* 40938-1: | | | | | | |
| 42761-1 | Of a class or kind made in Canada; parts thereof | 10% | 22½% | 35% | 10% | 22½% | 35% |
| 42762-1 | Of a class or kind not made in Canada; parts thereof | Free | 7½% | 35% | Free | 7½% | 35% |
| 44043-1 | Aircraft, not including engines, under such regulations as the Minister may prescribe: | | | | | | |
| | When of types or sizes not made in Canada | Free | Free | 27½% | Free | Free | 27½% |
| | on and after July 1, 1968 | Free | 15% | 27½% | Free | 15% | 27½% |
| | | | | | (on and after July 1, 1967) | | |

(*Continued on page* 1592)

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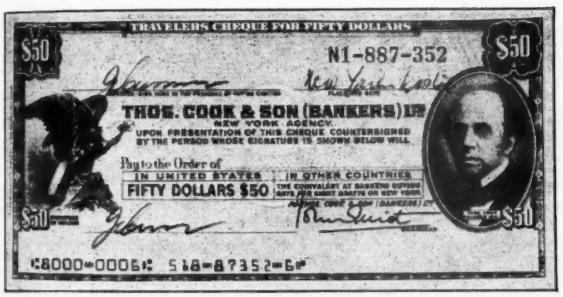
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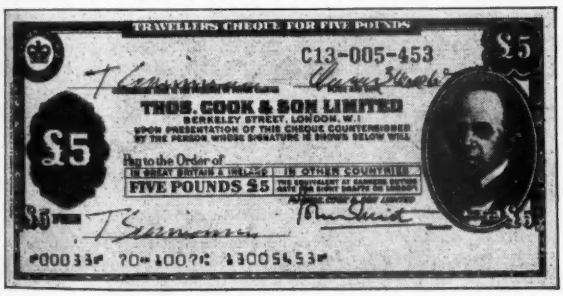
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CANADA, *continued*

| Tariff Item | | British Preferential Tariff | Most-Favoured-Nation Tariff | General Tariff | Rates in Effect Prior to Rates Proposed in this Budget | | |
|---|---|---|---|---|---|---|---|
| | | | | | British Preferential Tariff | Most-Favoured-Nation Tariff | General Tariff |
| 44047-1 | Aircraft engines, when imported for use in the equipment of aircraft: | | | | | | |
| | When of types or sizes not made in Canada | Free | Free | 27½% | Free | Free | 27½% |
| | on and after July 1, 1968 | Free | 15% | 27½% | Free | 15% | 27½% |
| 46241-2 | *Microfilm reader-printers and parts thereof* | Free | Free | 10% | (on and after July 1, 1967) 2½% | 15% | 30% |
| 47600-1 | Surgical and dental instruments of any material; surgical needles; clinical thermometers and cases therefor; X-ray apparatus and X-ray film; microscopes valued at not less than fifty dollars each, retail; parts of the foregoing; electric light lamps designed for use with the foregoing | Free | Free | Free | Free | Free | Free |
| | | | | | 10% | 22½% | 35% |
| | | | | | Various | Various | Various |
| 56400-1 | Church vestments, prayer shawls, prayer shawl fringes and prayer shawl bags; *parts thereof* | 10% | 10% | 20% | 10% | 10% | 20% |
| | | | | | 20% | 27½% | 50% |
| | | | | | 25% | 25% | 35% |
| | | | | | Various | Various | Various |
| 69315-1 | Antiquities (other than spirits or wines) produced *more than one hundred years* prior to *date of importation*, under such regulations, including proof of antiquity, as may be prescribed by the Minister | Free | Free | Free | Free | Free | Free |
| | | | | | Various | Various | Various |

**Schedule B**

Existing item 97052-1 has been deleted from Schedule B and replaced by:

| Item No. | Goods | When Subject to Drawback | Portion of Duty (not including Special Duty or Dumping Duty) Payable as Drawback |
|---|---|---|---|
| 97052-1 | Machines, precision instruments, apparatus, and control panels therefor; all of the foregoing of a class or kind not made in Canada; accessories and attachments for use with the aforementioned machines, precision instruments and apparatus; parts of all the foregoing, not including consumable tools. | When used<br>(*a*) in the plants of manufacturers of motor vehicles, motor vehicle parts, *or motor vehicle accessories and parts thereof* for the manufacture of motor vehicles, motor vehicle parts, *or motor vehicle accessories and parts thereof;* or<br>(*b*) for the manufacture of:<br>(*i*) dies, jigs, fixtures, moulds, *and patterns therefor;*<br>(*ii*) *cutting tools and parts thereof, for use with machines;*<br>*all of the foregoing for use* in the production of *motor vehicles*, motor vehicle parts, *or motor vehicle accessories and parts thereof* | 99% |

**Schedule C**

Existing item 99204-1 has been deleted from Schedule C and replaced by:

| | |
|---|---|
| 99204-1 | Oleomargarine, butterine or other similar substitutes for butter, and process butter or renovated butter, *unless in any particular case or class of cases exempted from the provisions of this item by a regulation of the Governor in Council.* |

## UNITED STATES

## *Wool shorn from washed sheepskins—tariff classification*

IN THE BOARD OF TRADE JOURNAL of November 25, 1966, notice was given of a review by the United States Bureau of Customs of the tariff classification of wool shorn from washed sheepskins.

The Bureau have now held that such wool is raw wool and classifiable as such according to grade, under the provision for Wool in Item 306.00, 306.11, 306.21 or 306.31, Tariff Schedules of the United States, depending on fibre diameter.

As this ruling will result in the assessment of duties at a rate higher than that previously assessed on such wool, the higher rate will be applied only to such merchandise entered or withdrawn from warehouse for consumption after the expiration of 90 days after the date of the Bureau's ruling in the weekly Customs Bulletin.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

## *Amendment to the customs regulations*

THE UNITED STATES Bureau of Customs proposes to amend the United States Customs regulations by adding an additional paragraph. The purpose of the amendment is to prescribe procedures in connection with the entry under item 870.30 Tariff Schedules of the United States, of articles determined by a Federal agency designated by the President, to be visual or auditory materials of educational, scientific or cultural character.

Consideration will be given to any relevant data submitted in writing to the Commissioner of Customs, Washington 20226 by July 1, 1967.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877).


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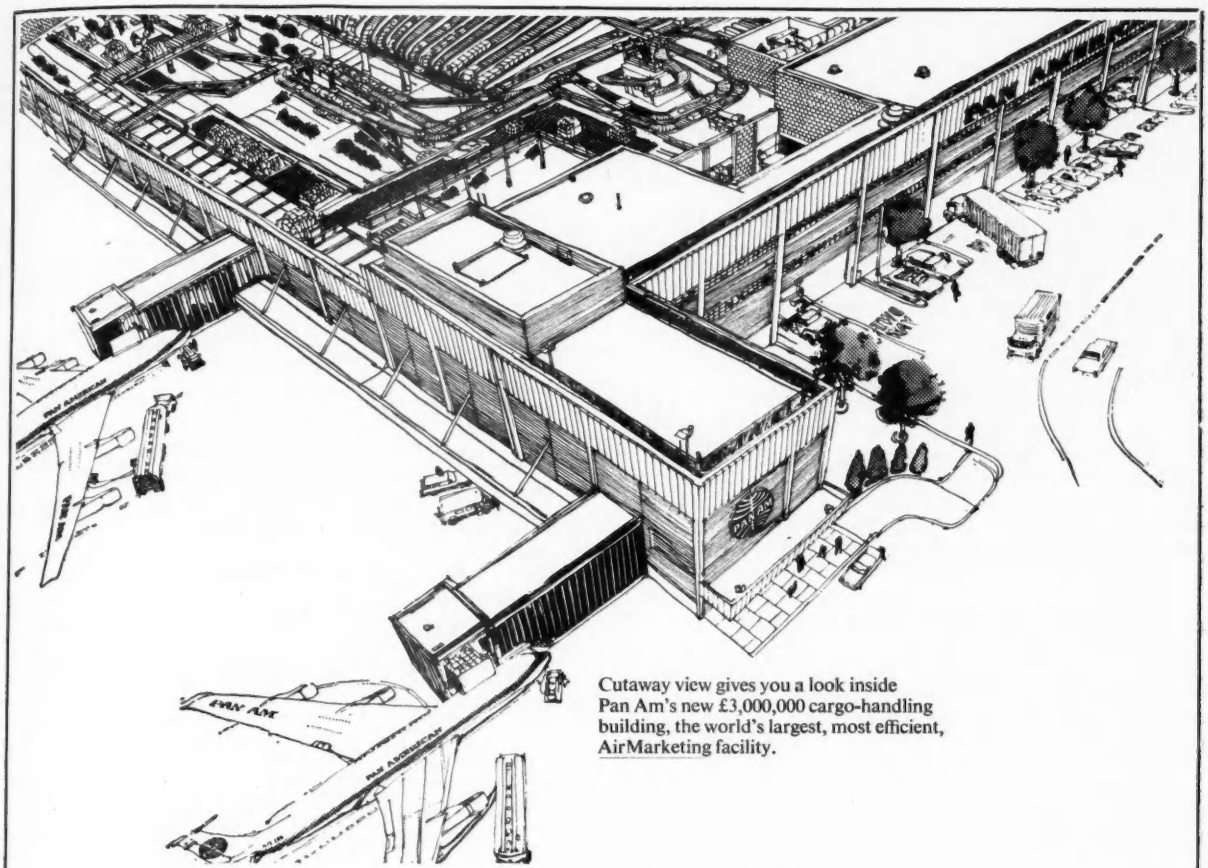


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## VENEZUELA

### *Customs duties*

IT HAS BEEN reported by HM Embassy at Caracas that published in the Venezuelan *Official Gazette* of May 6, was a resolution which set out an increase of tariff duty on certain imitation leathers. The items affected are set out below:

| Tariff No. | Description | Duty Bolivars per kilo gross weight |
|---|---|---|
| *599-01-06<br>612-03-03-3 | Leather imitations . . . . . .<br>Heels and other parts cut or made of any other material n.e.s. in imitation leather for shoes . . . . . | Bs. 20 + 100% *ad val.*<br>Bs. 32 |
| **Note*: 599-01-06 | Items under this definition are interpreted to cover such products obtained from artificial plastic material by means of sheets with the proper characteristics of natural leather (flexibility, elasticity, porosity, granulated, etc.) and can be stamped and presented in simple cuts in rectangular forms. When they have in one of their faces or in their intermediary part a support or reinforcement firmly glued with fabric paper, cardboard, pasteboard etc. it is an essential condition that it keeps the characteristic of plastic imitation leather. Excluded is fibre paper, cardboard or pasteboard which is found with covers of artificial plastic material which do not have the properties set out above. These follow the normal procedure in accord with the constituent material which gives it its essential character. | |

This resolution enters into force three days after publication (i.e. May 9), including those importations coming by parcel post.

### *Import licensing restrictions*

HM EMBASSY at Caracas has reported that the Venezuelan Ministries of Finance and Development has issued a resolution dated May 12 and published in the *Official Gazette* on May 19, imposing import licensing restrictions on the following tariff item:

| Tariff No. | Description | Duty in Bolivars per kilogram gross |
|---|---|---|
| 512-09-09-3 | Alkyl benzines | 0.05 |

This resolution enters into force from the date of publication, except for those importations carrying Consular Invoices or shipping documents dated on or before May 19. For items coming by air, this resolution becomes effective five days after the date of publication (i.e. May 24).

## JAMAICA

### *Industrial Incentives Law, 1956*

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

Eyeglasses, wigs and similar hair attachments made from human hair.

### *Export Industries Encouragement Law, 1956*

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared approved products for the purposes of the above law:

(a) Automobile fittings made from metal tubes, sheets and sections;
(b) Tables made from sheet-metal and steel tubing.

Approved manufacturers of these products will enjoy income tax relief, duty-free imports of building material, plant, machinery, raw materials, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4, Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

### *Rigid PVC conduits*

THE Electricity Division of the Jamaican Ministry of Trade and Industry issued the following notice on April 27, 1967:

'The public is hereby advised that rigid PVC (unplasticized polyvinyl chloride) conduits installed in accordance with the Regulations under the provisions of the Electric Lighting Law, Chapter 108, are approved for exposed and concealed electrical work above and below ground. PVC conduits shall not be used:

(1) on flameproof (explosion-proof) installations;
(2) where normal conditions are such that any part of the conduit is subjected to a temperature in excess of 75°C;
(3) where it is likely to be subjected to severe mechanical abuse such as in foundries, steel mills or similar heavy industrial applications.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

### *Customs, excise and consumption duties*

THE JAMAICAN BUDGET introduced a number of changes in the above duties with effect from June 8, 1967. Details are available from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

A further notice will be published in the *Board of Trade Journal* as soon as possible.

## TRINIDAD AND TOBAGO

### *Import licensing arrangements*

THE LIST OF EXCEPTIONS to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new item:

681-07.01 Corrugated galvanized iron sheets.

The Trinidad and Tobago Ministry of Industry and Commerce has also announced that –

(i) it is proposed to allocate quotas for the following items:
699-22.01 Gas stoves (cookers and hotplates).
721-04.053 'Car' radios, i.e. radios constructed for use in motor vehicles.
721-04.062 Radio gramophones (radiograms)

(ii) import licences will not normally be granted for the following:
599-04.01, 599-04.09, 599-09.09 } Resin, contact cement, glue and all other adhesive substances
655-06.06, 655-06.07 } Ropes and cables of all materials (¼in. and over in diameter)
716-12.01, 716-12.02 } Domestic or window type air conditioners of a capacity of 30,000 BTU's (or 2½ tons) or lower.

A notice about the addition of the items in (i) and (ii) above to the List of Exceptions to the Open General Licence, appeared in the *Board of Trade Journal* of April 12, 1967, page 1099.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

### *Aid to Pioneer Industries Ordinance, 1950*

THE FOLLOWING products have been declared 'pioneer products' for the purposes of the above law:

Lithographed metal sheets.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated May 5, 1967, page 1178.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

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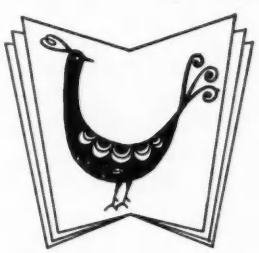

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|---|---|
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| *Subject* | *Last published* |
|---|---|
| Board of Trade addresses | 12 May 1967 |
| Board of Trade regional organization | 9 June 1967 |
| British and Commonwealth chambers of commerce and other British business organizations overseas | 11 Mar. 1966 |
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| ECGD local offices | 21 April 1967 |
| Official Receivers' Offices | 16 Dec. 1966 |
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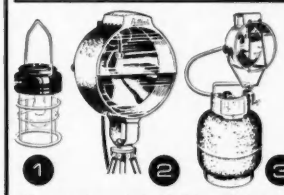

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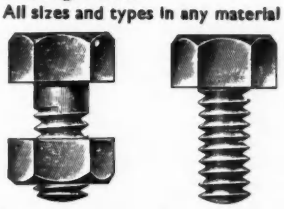

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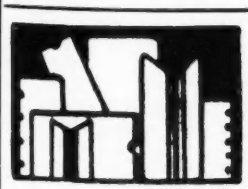

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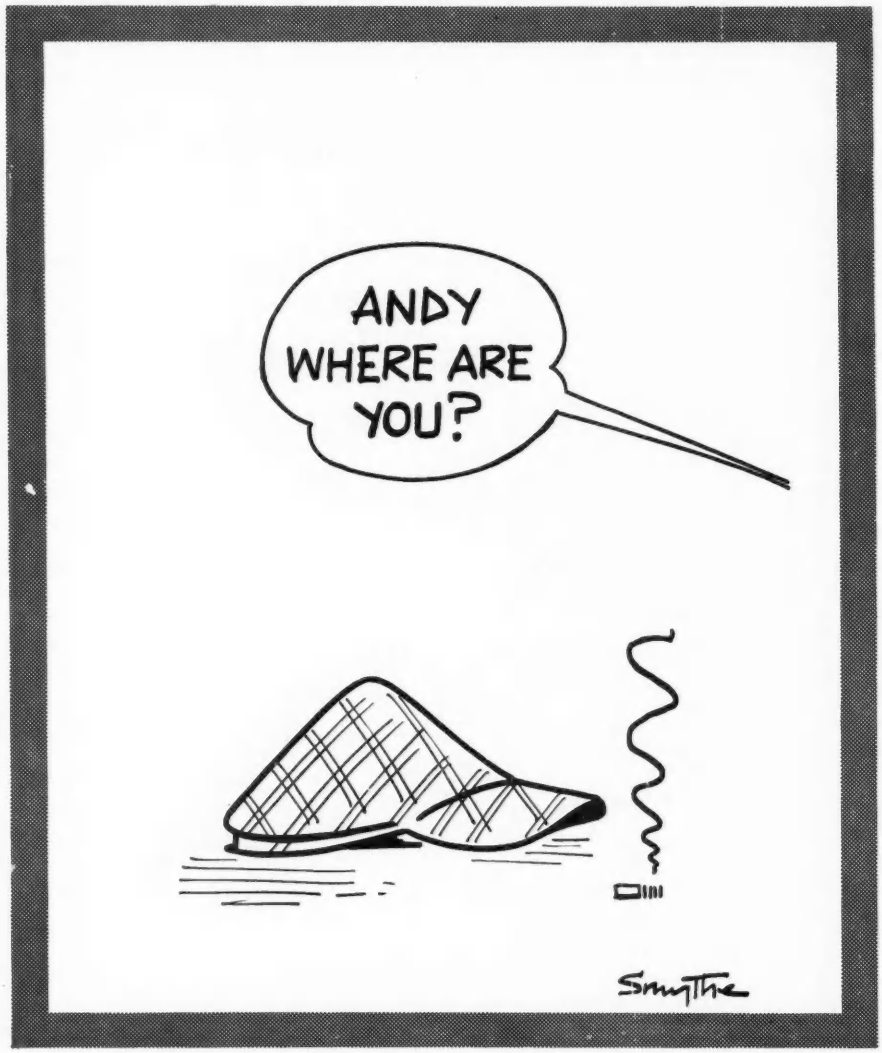


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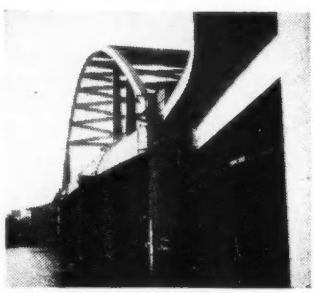

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